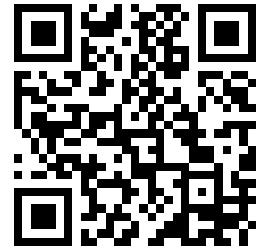
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Hardware
VNA

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Hardware World
·PLUMBING AND HEATING·
JULY 1922

GIFT
12 19
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July - Dec
1922

MAKE 1922 the Greatest

The heavy steel WELDED TANK is what protects your customer

COOK QUICK CAMP STOVES

are the only Gasoline Camp Stoves on the market with a welded tank

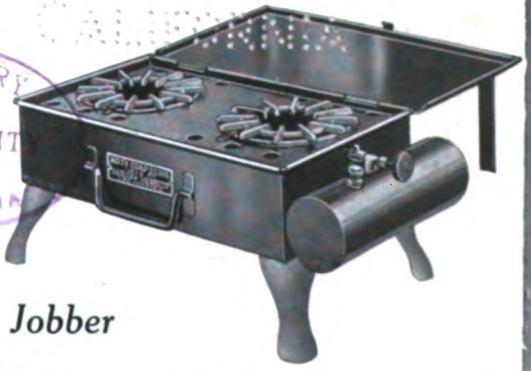




The big new feature, the SAFETY TANK, made from HEAVY STEEL and WELDED. Connections BRAZED in, which means absolute safety. No solder to melt. Burns motor gasoline. Detachable Tanks, Cast Iron Grates

LIBRARY OF THE UNIVERSITY OF CALIFORNIA

Price $9.50



Ask Your Jobber

SAFETY FIRST—Protect Your Customer

Specify COOK QUICK with WELDED TANK

Manufactured and Guaranteed by

O'KEEFE & MERRITT COMPANY - Los Angeles, California

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This WINDOW CARD Is Your SILENT SALESMAN

(Printed in Colors—Length 30 Inches)

Safe Noise for the Boys

Obey the Law Celebrate Without Powder

"BIG-BANG" is a Safe and Sane Substitute for the dangerous "powder-noise-maker." Noisy as a Real Gun but safe as a Pop-Gun.

"Desire" usually means a sale. Every "BIG-BANG" cannon sold from your store creates a desire in the heart of every boy that sees it.

Noisy as the Biggest Cracker but as Harmless as a Pop-Gun

"BIG-BANG" has all the Glamor, the Flash and the Boom that appeal so strongly to the heart of the boy with the absolute safety demanded by the most exacting parent.

"Do your Bit." Make noise Safe for the Boys by selling this Safe and Sane "noise-maker"—thus protecting the Child from accident and relieving the Parents from worry.

"BANGSITE" puts the BANG in "BIG-BANG" but cuts the danger out

It Can't Explode. An overcharge means only a smaller report. Even a lighted match will not ignite the Bangsite in the ammunition case. The cannon will neither set fire to tissue paper nor burn the skin.

Cost of Operation—very little. The cannon may be fired 100 times for a few cents. Open the breech—fill the charging measure from the ammunition case — slam the breech shut, touch the igniter, it's off with a "Bang."

WRITE US FOR FURTHER DETAILS

Retail Prices, $1.25 to $5.00. Five Models

TOY CANNON WORKS, Bethlehem, Pa., U.S.A.

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Build Business with WHITLOCK Clothes Lines



THE best goods sell more easily and rapidly if well displayed. Knowing this, progressive dealers everywhere are now increasing not only their clothes line trade, but also their entire sales of wash-day articles, by featuring the new Whitlock Manila Clothes Lines.

Ten of these lines, connected to allow sales in multiples of 50 feet, are packed in a colorful display box shown below.

WHITLOCK is the last word in clothes line perfection. Here are a few reasons why sensible housewives prefer Whitlock lines:

Last much longer and therefore cost less.
Guaranteed to give satisfactory service even if left outdoors continuously.
Dirt will not penetrate the fibres.
Easy to handle and run smoothly over pulleys.
Can be wiped perfectly clean with a damp cloth.

EVERY dealer carrying Whitlock Clothes Lines is aided by window display help and descriptive advertising for his trade. You should be one of these dealers who are making more money with Whitlock.



Write for the Whitlock Clothes Line Prospectus and ask the name of our distributor in your territory.

WHITLOCK CORDAGE COMPANY
46 South Street. New York

Factory and Warehouses
Jersey City, N. J.

Branches
Chicago, Boston, Kansas City and Houston



BRASS LINED

R412 Easy opener, Ebon handle.
R415 Easy opener, Pyremite handle.
Length closed, 3½ inches.



BRASS LINED

R103 Stag handle.
R102 Ebon handle.
Length closed, 3½ inches.



BRASS LINED

R133 Stag handle, punch blade.
R135 Pyremite handle, punch blade.
Length closed, 3½ inches.



BRASS LINED

R883 Stag handle, punch blade.
R882 Ebon handle, punch blade.
Length closed, 3½ inches.



BRASS LINED

R115 Pyremite handle.
R112 Ebon handle.
R113 Stag handle.
Length closed, 3½ inches.

Remington

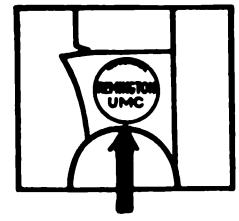
JACK KNIVES

R412
R103
R133
R883
R115

Here are a few every day—general use—popular patterns in Remington Pocket Knives for men and boys. Feature them in your Cutlery Department. "They are built for action" with the purpose of creating a positive standard of pocket knife quality and pocket knife honesty. Everything in the way of workmanship and material has been put into these knives to make them good knives—to do everything a good knife should do—they are sharp and will stay sharp—in fact, they are the kind the consumer has always wanted.

Remington Pocket Knives are built to a standard of quality, not to a price.

They are nationally advertised—a demand has been created for Remington Cutlery. The consumer will identify Remington Knives by the ball mark on the tang.



This is the Remington "Ball Mark of Quality" that the consumers find on the tang of the master blade of every Remington knife.

Remington is making and is ready to supply a wide range of patterns and styles in pocket knives. There are more than 700 patterns to choose from.

Remington cutlery, firearms and ammunition are sold through the jobbing trade.

REMINGTON ARMS COMPANY, Inc.
Established in 1816

General Offices
NEW YORK CITY

Cutlery Works
BRIDGEPORT, CONN.

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Guiding Footsteps

IF you knew of some magic formula to guide the steps of hardware buyers into your store, would you make use of it?

Here is no "magic formula," but just a good common-sense method that many dealers have used to advantage. With every letter, circular, or package that leaves their store, they enclose a printed slip that describes in word and picture a certain product that they sell.

These slips constantly remind customers of your store and the lines you carry. Then when they need a saw, file, or anything in the hardware field, they usually will associate your store with the advertising matter they have received, and will buy from you.



To help you sell more Disston goods

These slips are attractively printed in two colors. They are 3½ by 6¼ inches in size, and fit in standard size envelopes. We will send you a quantity without charge if you can use them profitably. Fill out the coupon now and send for the slips on the particular saw, tool, or file you want to feature. They will help you guide the footsteps of buyers into your store.

HENRY DISSTON & SONS, Inc., Philadelphia, U. S. A.

HENRY DISSTON & SONS, Inc., Philadelphia, Pa.

Please send me slips describing the following Disston products. I will use them in my outgoing mail and packages:

1—Quantity..... Describing.....

2—Quantity..... Describing.....

Name .....

Address.....

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Hardware World

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Volume XVII JULY :: 1922 Number 7

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T. M. Shearman, Editor and Manager.

* Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor St. Portland, Ore. | 421 First Nat. Bank Bldg. Chicago | Phelan Bldg. San Francisco | 70 Fifth Ave. New York | 505 Pioneer Bldg. Seattle, Wash. | 204 Scott Bldg. Salt Lake, Utah

Boatmen's Bank Building Broadway and Olive, St. Louis, Mo. | 502 Higgins Bldg. Los Angeles | 105 S. Houston St. Dallas, Texas | 220 Pacific Bldg. Vancouver, B. C., Can.

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"Old English Gray Ware"

Full 32 Ounces to the Quart

DOES FULL CAPACITY MEAN ANYTHING TO YOU AND YOUR CUSTOMERS?



Every Old English Gray Ware and Republic White Ware utensil is rated according to its exact capacity—full 32 ounces to the quart. This is protection for you in your advertising.

For example, our 6 quart Convex Goods hold full 6 quarts and not 4½ or 5 quarts as is the case of 06 sizes of other makes.

Furthermore, we spin all Convex Goods into shape instead of bulging. Spinning produces a smoother, deeper and more attractive utensil.

Notice the height or depth of the Convex Kettle pictured above. This means greater value to you and your trade. Extra heavy guage steel prolongs the life and service of these utensils.

Housewives gladly pay more for actual capacity Old English or Republic White Convex utensils.

The faster your enamelware stock turns, the more profit you make. Many dealers tell us Old English Gray Ware and Republic White Ware sells faster and shows a greater net profit than any other line of kitchen utensils they ever sold.

Get in touch with your jober today or our sales offices.

The Republic Stamping & Enameling Co.

CANTON, OHIO

109 New Montgomery St.
San Francisco, Cal.

201 Douglas Bldg.
Los Angeles, Cal.

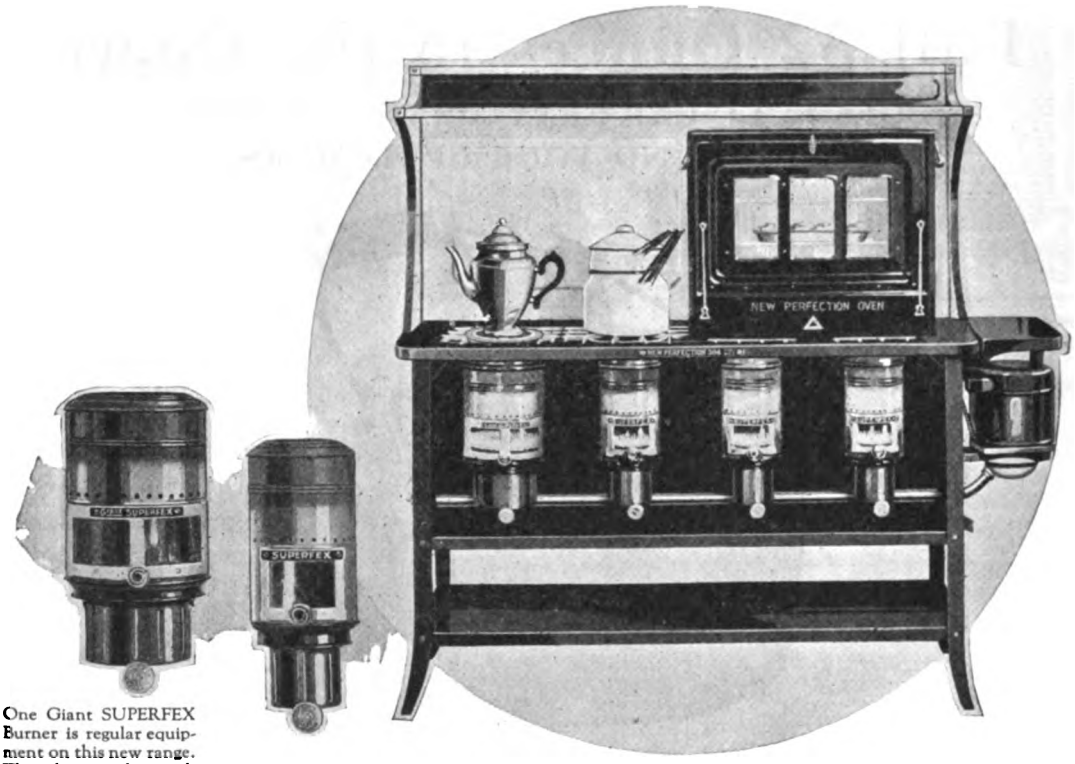
3103 L. C. Smith Bldg.
Seattle, Wash.

302 Board of Trade Bldg.
New Orleans, La.

"Republic White Ware"

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Complete Oil Stove Line



One Giant SUPERFEX Burner is regular equipment on this new range. The others are the standard size. These Burners have a new and beautiful French gray finish.

Fast-As-Gas Oil Range is Latest Addition to New Perfection Line

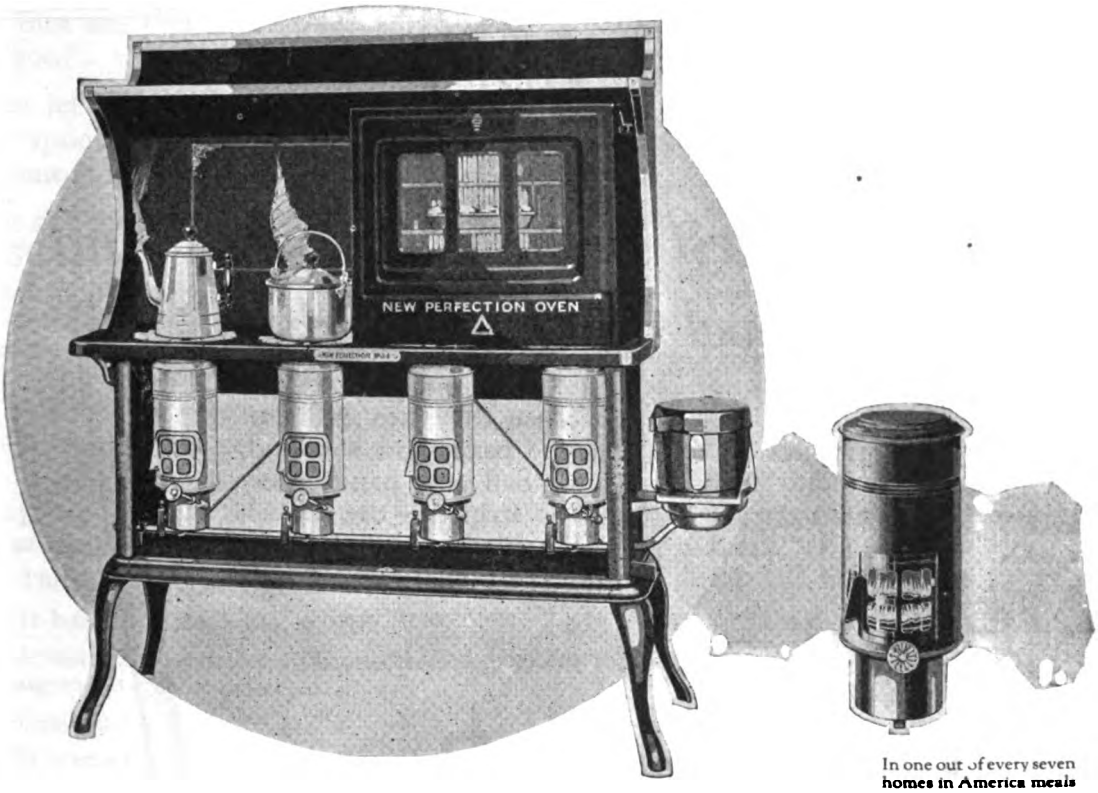
DEALERS are enthusiastic over this new Super-Stove—the NEW PERFECTION Oil Range with SUPERFEX Burners. The interest created by nation-wide advertising in magazines, farm papers and newspapers points out clearly that it fills a long felt want and opens up greater cook stove markets. For the first time, it combines gas stove speed with the well-known economy of cooking with kerosene oil. It sets a new standard for beauty, strength and all around kitchen satisfaction. With this latest and greatest New Perfection you can now have a line of New Perfection Stoves and Ranges that fits every purpose and every purse. Write or wire today for details of the greater New Perfection selling plan.

HOUSEHOLD CMP PRODUCTS

NEW PERFECTION *with* SUPERFEX *Burners*

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for Every Purpose and Purse



In one out of every seven homes in America meals are cooked on this famous quick-heating, clean-cooking Blue Chimney Burner.

4,000,000 Homes Now Use World Famous "Blue Chimney" New Perfection

WOMEN everywhere are "sold" on the many advantages of the famous "30 line" of NEW PERFECTION Oil Stoves, with the quick-heating, clean-cooking Blue Chimney Burner. The "Blue Chimney" line continues to be the most popular oil stove at its price. There is a size for every use—from the big 5-burner range with built-in oven and white splashers down to the single burner model that can be stowed away with the portable phonograph for camping days. This year the greatest advertising campaign in the history of the cook stove industry is backing New Perfection dealers, from January to November.

THE CLEVELAND METAL PRODUCTS CO.
7425 Platt Avenue
CLEVELAND, OHIO

Also Makers of
ALADDIN Utensils,
PERFECTION Oil Heaters and
PURITAN Oil Cook Stoves

Oil Cook Stoves & Ranges with Blue Chimney burners

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The Fastest Selling Toy Pail and Shovel on the Market

AND WHY? Simply because they are built of heavy galvanized metal, the pail, hand soldered, equipped with heavy ears and bail and handsomely enameled in attractive colors or striped — the shovel, because it is "break-proof", the blade is extra heavy and the handle simply cannot be pulled out. Three sizes and three colors.

Write for prices.





These better built toy pails and shovels sell themselves. Simply display them.

Write for descriptive matter and prices.

ROCHESTER CAN COMPANY

ROCHESTER, N. Y.

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This stove is its own salesman

When you have the opportunity to carry goods that sell themselves, you jump at it, don't you?

Then let the Florence Oil Cook Stove answer quickly and satisfactorily all questions your customers can ask about a stove.

Here are the things that the Florence Oil Cook Stove will point out to every person who sees it in your store:

1—It's easy to light. Turn a lever. Touch a lighted match to the asbestos starting-ring and the heat is started.

2—It burns with a clean, hot, blue flame.

3—It gives no smoke or smell.

4—Its flame is controlled by a simple turn of the lever.

5—The flame is close to the cooking.

6—It bakes, roasts, boils, or fries.

7—It is simply constructed. There is nothing to get out of order.

8—Easy to keep clean.

9—It burns the lowest-priced fuel—kerosene.

10—It is ready to light any time, day or night. There is no waste of fuel.

The white Florence comes in three- and four-burner sizes, and the standard blue Florence in one-, two-, three-, four-, or five-burner sizes.

Our national advertising is telling people of the advantages in having a Florence Stove. Are you prepared to profit by it?

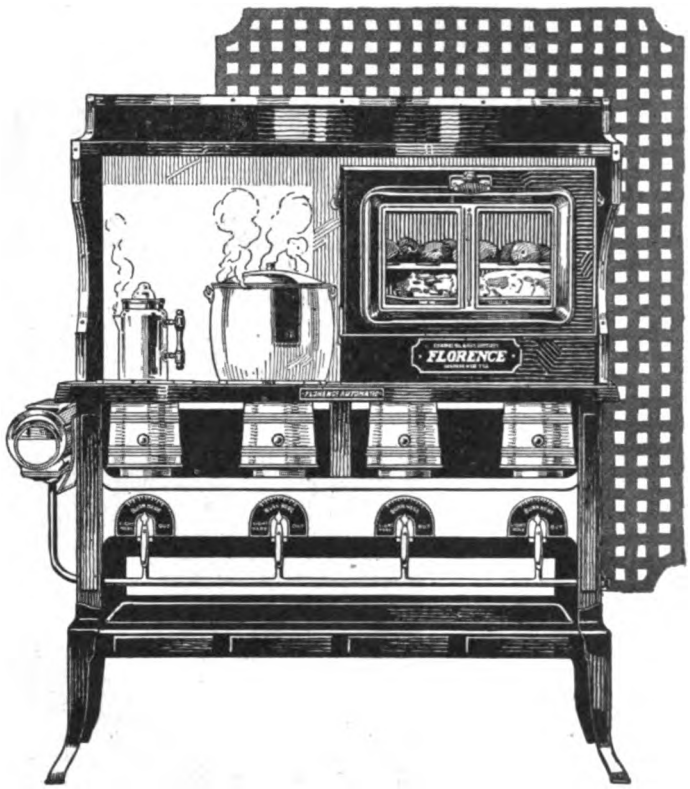
The Florence Portable Oven is for use on any oil or gas stove. Improved latch, hinges, and door keep all heat inside. It has asbestos interlined welded grates, glass door, and double heat spreader which prevents burning on bottom.

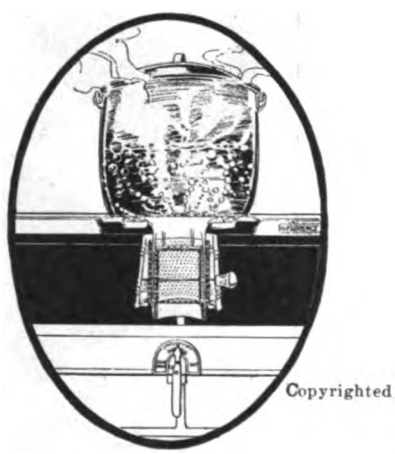
Write us for prices and further information.

CENTRAL OIL & GAS STOVE CO.

460 School St., Gardner, Mass.

Makers also of Florence Tank Water Heaters and Florence Oil Heaters





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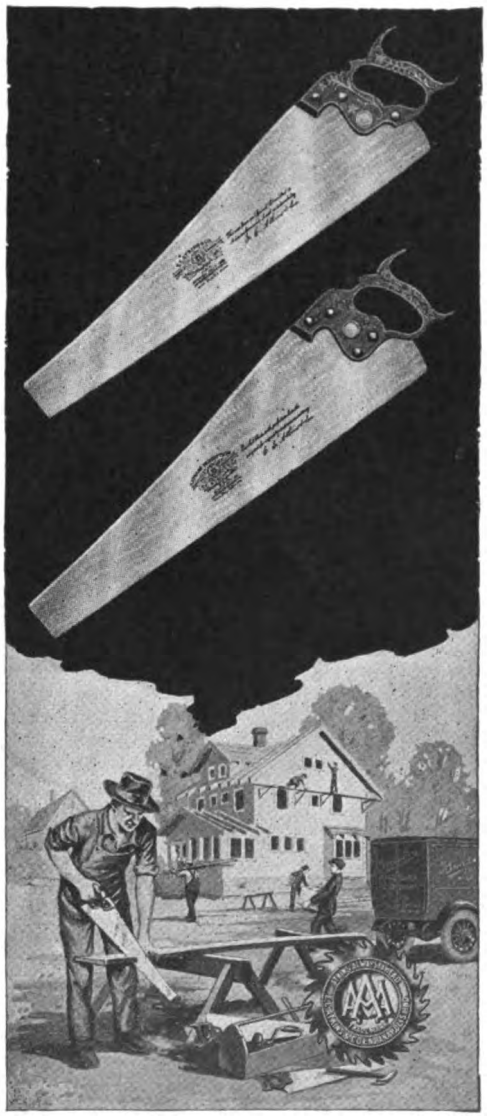
More Heat Less Care

Note how the heat reaches up and is directed close up under the cooking by the powerful 12-inch burner.

FLORENCE OIL COOK STOVES

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ATKINS
SILVER STEEL SAWS



Are You Getting Your Share of Saw and Saw Tool Business?

Many hardware dealers are taking advantage of our co-operation by asking us to supply them with window display material, signs, selling helps and booklets.

Many other dealers are sending us lists of carpenters and mechanics to circularize in their behalf, and we are telling the saw users where to go for Atkins Silver Steel Saws and Saw Tools.

May we co-operate with you, Mr. Dealer? Write us at the nearest point below.

Ask for catalog of advertising and selling helps and educational literature "How to Sell a Saw," "Pointers," and "Saw Sense."

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

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Look for T.D&W. on the head

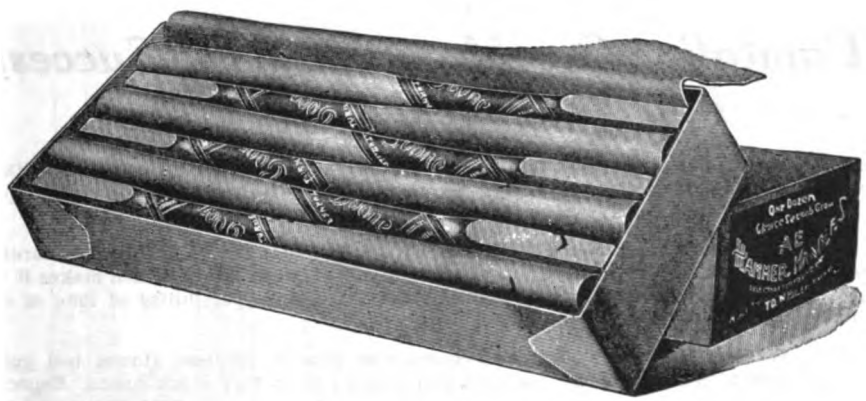


HICKORY HANDLES

FOR

AXES
ADZES
HAMMERS
HATCHETS
PICKS
MAULS

—And Like Tools



Turner, Day & Woolworth Handle Co.

LOUISVILLE, KENTUCKY

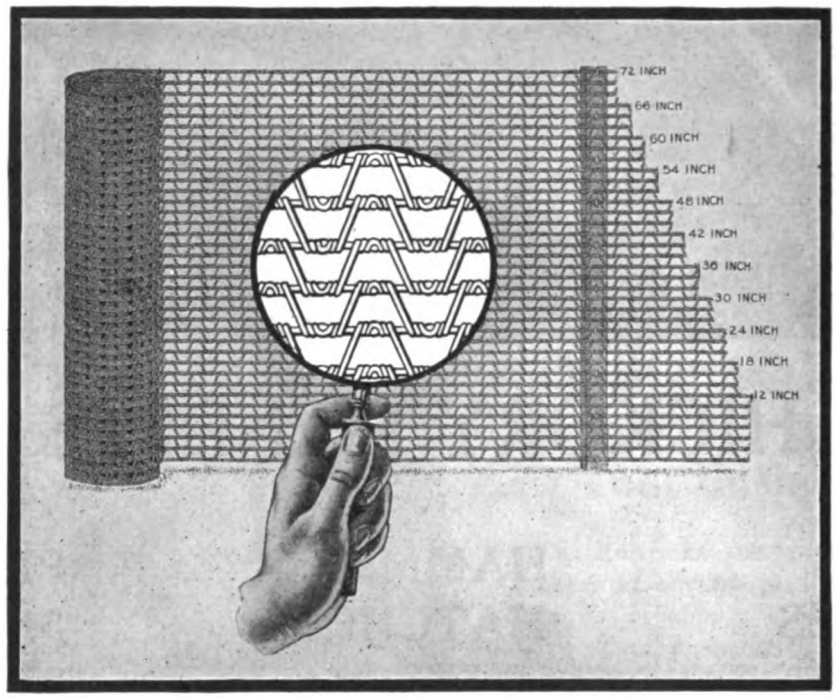
MANUFACTURING POINTS

LOUISVILLE, KY.
CAIRO, ILLINOIS
MEMPHIS, TENN.
NASHVILLE, TENN.
BEAUMONT, TEXAS
BOWLING GREEN, KY.

"We Handle the World"

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U. S. Poultry Netting



Capitalize Our Manufacturing Success Into Your Dealer's Profit

U. S. Poultry Netting fills that long felt want and need in wire netting. Fence-like in construction principle, it cannot bag or sag; requires neither baseboard nor top rail; requires fewer posts and will not narrow when tightly stretched.

U. S. Poultry Netting is not a WOVEN but an INTERWOVEN FENCE. Note carefully the type of twist (a double reinforced joint at each point of intersection, which makes it very stiff and rigid.) Through this style of manufacture there is no possibility of long or short wires, irregular size or shape meshes.

Highly practical for tennis court enclosures, tree guards, trellises, flower bed guards, screen work in motion picture industry, partition screens in factory stock rooms. Especially valuable as protection against rabbits and extensively used in stucco reinforcing.

U. S. Netting is handled by representative Jobbers throughout the country, and is carried in stock on the Pacific Coast as follows:

MARSHALL-WELLS COMPANY, Portland, Seattle and Spokane
MARSHALL-WELLS COMPANY, care De Pue Warehouse Company, San Francisco
MARSHALL-WELLS COMPANY, care Los Angeles Warehouse Company, Los Angeles
WESTERN METAL & SUPPLY CO., San Diego, Cal.
PRATT-GILBERT CO., Phoenix, Arizona

MANUFACTURED EXCLUSIVELY BY

Indiana Steel & Wire Co., Muncie, Ind.

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A Monument to an Ideal

SIGHTSEERS in the city of Washington are usually directed to a simple monument of stone rising out of the ground some five hundred and fifty feet. It is grandly unpretentious, merely a gigantic shaft, yet its simple outlines express more clearly than volumes the regard of a great people for the ideals of a great man. It expresses the strength of unswerving loyalty to righteous faith.

❦ ❦ ❦

SINCE the birth of EMPIRE LEVELS, a little over four years ago, we have attempted to adhere to a strict program of quality manufacturing as clearly defined as the outlines of the great Washington monument. It has been no easy task, especially during the tempestuous years just past. The temptations to cut quality have been great and the deviations we might have affected seemed of small importance. But slowly and surely our ideal has been shaping itself. Ever increasing numbers of Hardware men are helping us to raise the monument of dependable Level accuracy higher and higher into the air. Many are kind enough to tell us that the Empire Level is the finest tool of its kind in the land. When that opinion is *universally* accorded then we shall have realized our ideal.

EMPIRE LEVEL MFG. CO.
MILWAUKEE, WIS.
MANUFACTURERS OF A COMPLETE LINE OF QUALITY LEVELS

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Marble, Glass, Terra Cotta, Tile, Brick, Concrete and other Stones | Manufacturers of "KLEAN-STONE COMPOUNDS." Phone Crescent 0629 W

Klean-Stone Company, Inc.

WE CONTRACT TO CLEAN ALL KINDS STONE, BRICK OR CONCRETE AND TERRA COTTA WORK

63 HUNTINGTON AVE. BUFFALO, N. Y.

April 4, 1922.

Mr. Charles E. Bunnell,
89 East Main Street,
Rochester, New York.

Dear Sir:-

In reply to your question of a few days ago would say that all rope, lines and cordage used in cleaning the exterior of the Granite Building at Rochester, New York were made by the Columbian Rope Company.

In working at extreme heights as our men have to do in exterior building cleaning we have to be very careful to have only the best rope procurable. The fact that we have never had any accident since our incorporation speaks pretty well for our cordage.

Cordially yours,
KLEAN STONE COMPANY INC.
F. T. McCarthy President.







RESULTS COUNT

The Klean-Stone Company gets splendid results from Columbian *Tape-Marked* Pure Manila Rope, as you will see by the letter reproduced above.

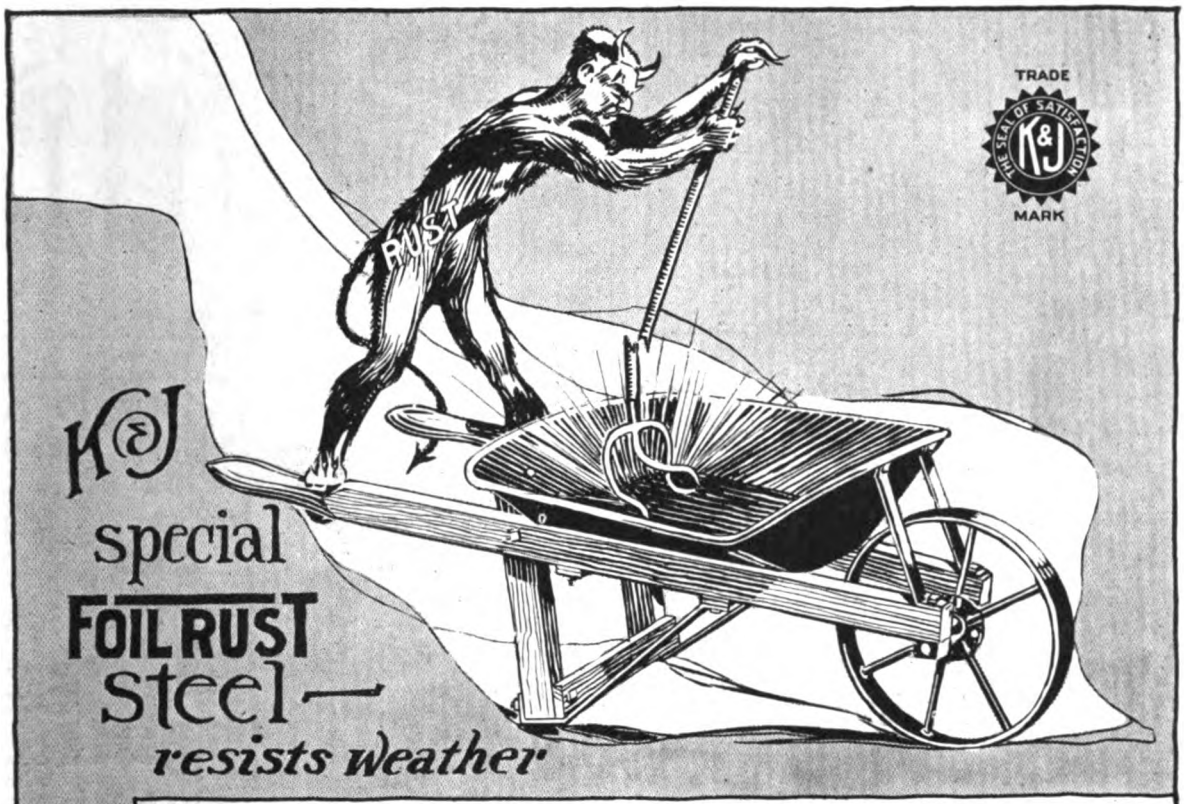
This satisfactory performance is *not* the exception, but *the rule* with Columbian. It will work equally well for you.

Jobbers and dealers: It pays to handle the best. Stock up with Columbian—the Guaranteed kind, which can be positively identified by the red, white and blue *Tape-Marker* bearing the words "Guaranteed Rope, made by Columbian Rope Co., Auburn, N. Y."

Columbian Rope Company

332 - 80 Genesee Street
Auburn, *"The Cordage City"* N. Y.
Branches— New York Chicago Boston Houston Baltimore

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K&J special FOIL RUST steel— *resists weather*

The buyer of "K & J" Products finds every point of modern construction advantage embodied in them.

All "K & J" Steel Wheelbarrow Trays are made of "K & J" Special Alloy Steel, Double Annealed, which is highly rust resisting.

"K & J" Wheelbarrows, Scrapers and Contractors' Tools are the standard for quality in every market of the world.

They are made with the uniformity of large scale production, and with all the packing advantages that make for easy stocking and handling.

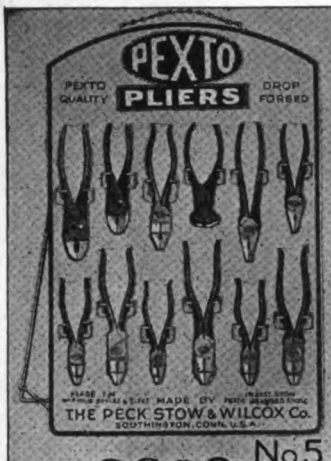
Ask for Catalog No. 412

THE FOLLOWING DISTRIBUTORS CARRY "K & J" PRODUCTS IN STOCK:

Schaw-Batcher Co.	Sacramento, Cal.
Thomson-Diggs Co.	Sacramento, Cal.
Seattle Hdwe. Co.	Seattle, Wash.
Whiton Hdwe. Co.	Seattle, Wash.
Polson Implement Co.	Seattle, Wash.
Hunt & Mottet Co.	Tacoma, Wash.
Honeyman Hdwe. Co.	Portland, Ore.
California Hdwe. Co.	Los Angeles, Cal.
Harper & Reynolds Co.	Los Angeles, Cal.

The KILBOURNE & JACOBS MFG. CO.
COLUMBUS, OHIO, U. S. A.
NEW YORK 120 BROADWAY

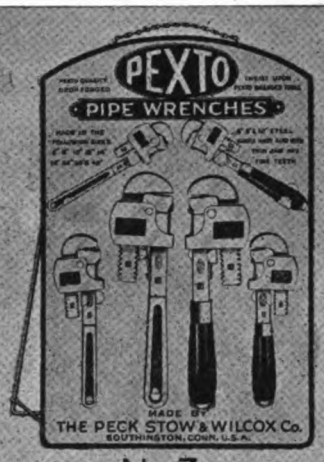
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No.5



No.6



No.7



No.10

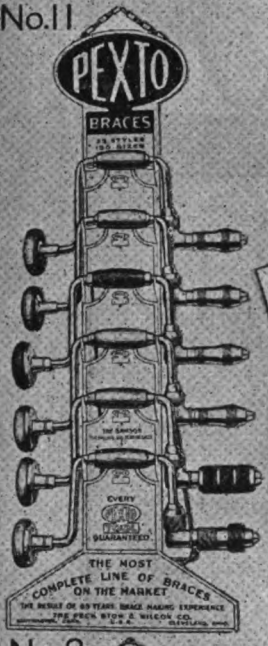


No.11





No.1



No.8





No.4

WHY NOT CAPITALIZE on this unusual opportunity for stimulating business.

These Dealer Helps present tools nationally advertised.

A Lithographed Metal Display Fixture is sent *gratis* with each assortment.

Appropriate booklets illustrating and describing the lines displayed are packed with each assortment and a further supply is available for the asking.

If your Jobber cannot supply you—write us direct.

PEXTO



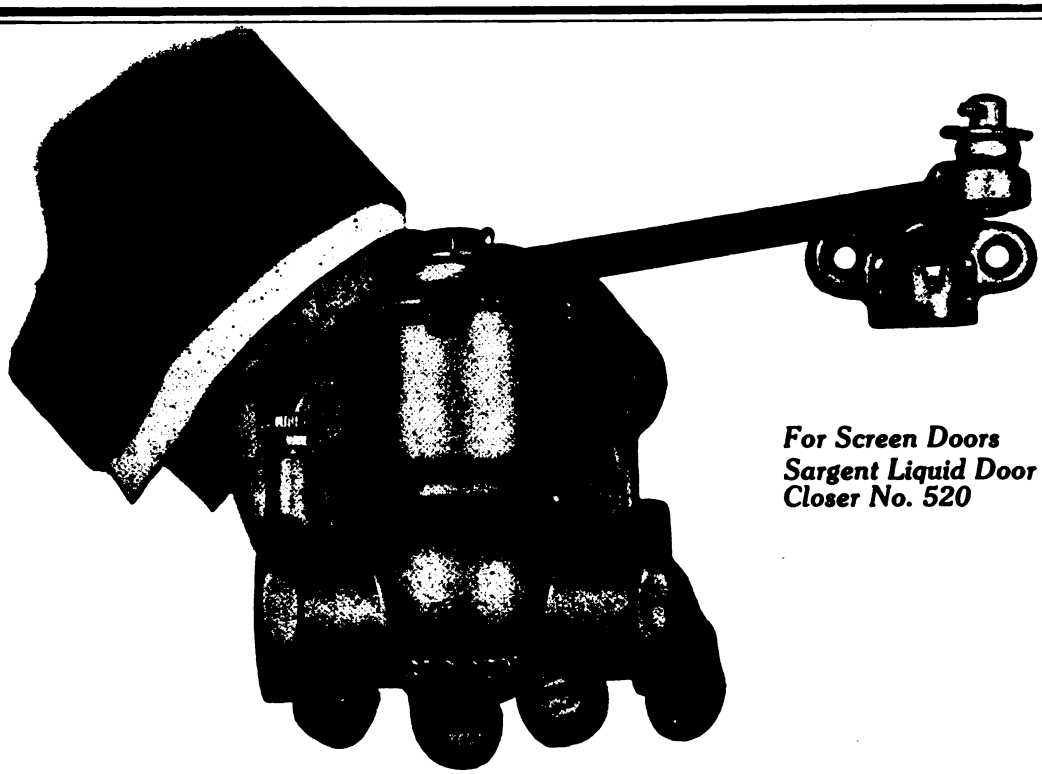
No.9



No.3

THE PECK, STOW & WILCOX Co.

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For Screen Doors
Sargent Liquid Door
Closer No. 520

It Sells in Summer!

Here is a door closer that meets a long-felt need — the new Sargent Liquid Door Closer No. 520.

It is designed for use on Screen Doors, Light Office Partition Doors, Bathroom Doors, Pantry Doors, Telephone and Coupon Booth Doors and other light doors where draft conditions are not severe. It is strong enough to last a lifetime. It fits either on the outside of the screen door, or between the screen and the inside door.

Without changing any of the parts, it can be used on right or left hand doors. The connecting arm may be adjusted to suit different door frames. The regulating screw regulates the speed of closing.

Such a closer is ideal for use on the screen door in summer and on storm door or inside door in winter. On hundreds of houses in your neighborhood there's a need for just this door closer.

Sell the new Sargent Liquid Door Closer No. 520. Write for particulars.

Sargent & Company

New York NEW HAVEN, CONN. Chicago

SARGENT

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COLDWELL LAWN MOWERS

"MAKE BEAUTIFUL LAWNS"

Time for Reflection

July is the month that bridges the season between the **selling** and **buying** of lawn mowers. It's a good Time for Reflection.

So before placing your order for next season's lawn mowers consider these facts:

Coldwell Lawn Mowers have been known, sold and used on all kinds of lawns since 1857.

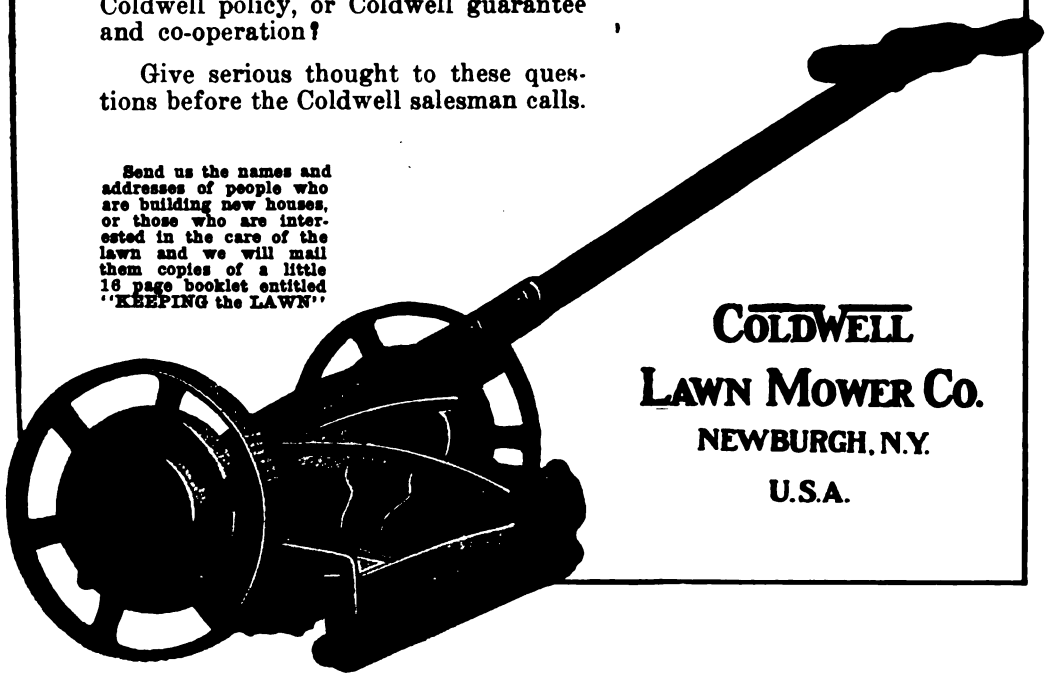
If the Coldwell had not proven satisfactory to its millions of users do you think that it could maintain its reputation as "The leader for 65 years?"

And if the success of the Coldwell had been founded on anything other than actual demonstrated performance in cutting grass satisfactorily would it be necessary for us to occupy a floor space of 165,000 square feet, with a capacity of 1,000 complete lawn mowers per day **to meet the demand?**

Which pays best to handle, a lawn mower for which a universal demand is **already created,** or to try to create a demand without the Coldwell name, Coldwell reputation, Coldwell policy, or Coldwell guarantee and co-operation?

Give serious thought to these questions before the Coldwell salesman calls.

Send us the names and addresses of people who are building new houses, or those who are interested in the care of the lawn and we will mail them copies of a little 16 page booklet entitled "KEEPING the LAWN"



COLDWELL
LAWN MOWER CO.
NEWBURGH, N.Y.
U.S.A.

Digitized by Google



Write us for this book. When it comes, tie it to your counter where it will actually help you sell garage sets.

A quick sale, and a satisfactory sale all around

THE selling of a set of McKinney Garage Door Hardware is quick because you sell the set as a unit—everything needed for the hanging and operation of a garage door is packed in a single box.

There is no time consumed assembling the various articles of hardware, no wrapping, no adding of prices. Each set is complete from track to screws. No chance of anything being forgotten.

It is a satisfactory sale because you know you are giving your customer a set of hardware that is of the highest quality throughout—McKinney made—a set which will not only carry his door perfectly, but which will give him long years of service.

Write today for our interesting book which shows pictures and simple erecting plans for all types of garage doors, sliding-folding, swinging and around-the-corner types—together with illustrations and ordering numbers for the McKinney sets which correspond with each door. Ask us for the McKinney Garage Door Hardware Book.

When the book comes, tie it to your counter so that it can be consulted by you and your customers. It will be extremely helpful to a customer in determining just what kind of a door he requires.

McKINNEY
Hinges and Butts and Hardware

Also door hangers and track, door bolts and latches, shelf brackets, window and screen hardware, cabinet hardware, steel door mats and wrought specialties.

McKINNEY MANUFACTURING CO., Pittsburgh
Western Office, Wrigley Bldg., Chicago Export Representation

Pacific Coast Representative: JOHN T. ROWNTREE, Inc.
Los Angeles, San Francisco, Seattle, Salt Lake City, Denver

McKINNEY
Complete Garage Door Sets

Digitized by Google

Selling Points:—

To successfully market any article that you choose to stock, the article must possess features that appeal to the customer. That is why we are offering to the trade

The MONARCH Refrigerator

(Trade Mark Reg. U. S. Pat. Office)



A Refrigerator that has selling points such as:

REMOVABLE CLEANSABLE FLUE LINE,

DEAD AIR SPACE BETWEEN WALLS,

WALLS OF ODORLESS WOOD,

SEAMLESS LINING (Porcelain or Enameled),

HANDSOMELY FINISHED CABINET,

EASY ROLLING CASTERS,

is bound to go over big, and those are just a few of the exclusive features of

THE MONARCH

Union Hardware & Metal Co.

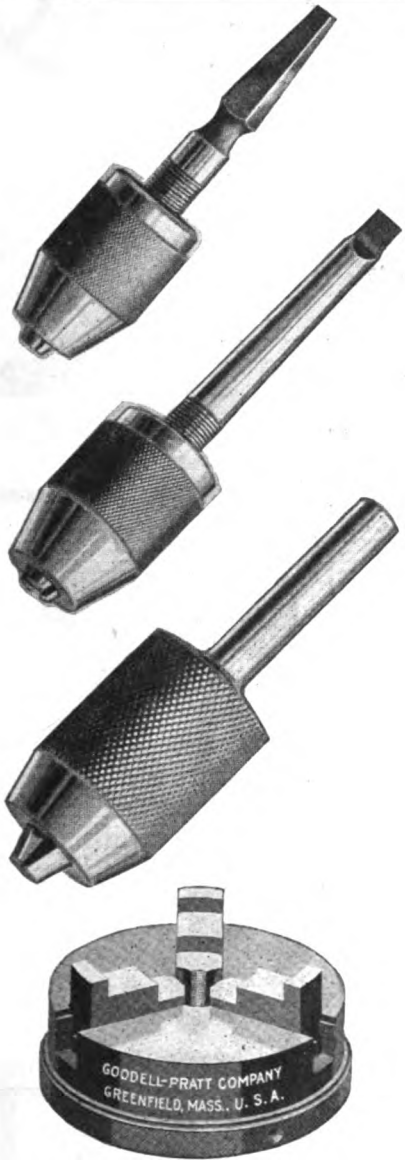
LOS ANGELES, CALIFORNIA

THE MONARCH REFRIGERATOR WORKS

BURLINGTON, VERMONT

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GOODELL-PRATT
1500 GOOD TOOLS



DRILL CHUCKS

Strong and serviceable Drill Chucks of various capacities with all styles of shanks at very moderate prices

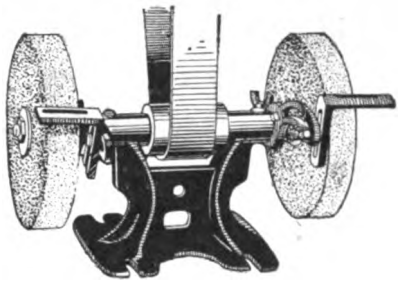
Accuracy guaranteed by

GOODELL - PRATT COMPANY

Toolsmiths

GREENFIELD, MASSACHUSETTS, U. S. A.

Luther
TOOL GRINDERS



No. 306
Power Grinder

A very substantial grinder for light work. The bearings are plain and bored and reamed in solid metal. The shaft is of steel, accurately machined, finished and fitted. Equipped with one tight pulley and plain adjustable work rests, and one medium and one coarse grit tool wheel. Size of wheels 7x1¼x1, weight 22 lbs.

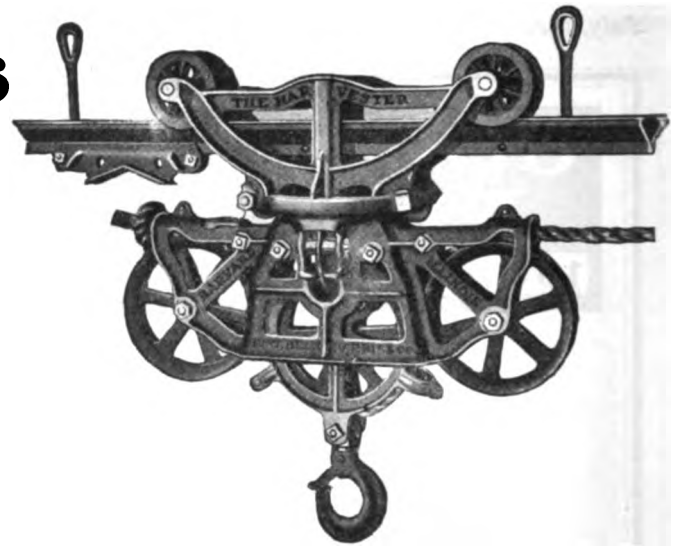
LIST PRICE $6.00

Write for latest catalog

Luther Grinder Mfg. Co.
Milwaukee, Wisconsin

Digitized by Google

Harvest Profits *from* Harvester Hay Tools





More farmers than ever are going to buy hay tools this year. Thus the Harvester Hay Tool should be one of the important items in your stock, because it is the latest development in devices of this kind.

Backed by a Name and a Record Which Makes Them Standard Equipment for the Modern Farm

We don't need to tell you about Harvester Hay Tools. They are bigger, better, built strong to last long.

The farmer already realizes this. Be ready to supply him when he needs a carrier and needs it quickly.

Stock Harvester Hay Tool outfits. The name on the carrier is insurance of ready sales and satisfied customers. Remember that when one of your customers needs a hay tool he doesn't want to wait. And the dealer who has the goods will get the business.

Write us today for catalog and particulars of exclusive agency proposition.

HUNT, HELM, FERRIS & CO.

Harvard, Ill. *Everything for the Modern Barn* **Albany, N. Y.**

Los Angeles, Cal.—1811 E. Seventh St. San Francisco, Cal.—283 Minna St.
Portland, Oregon—360 E. Morrison St.

STAR Equipment

The STAR LINE

"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

Digitized by Google



A beautiful cut-out—in 10 colors—size 28 x 38 inches—the attractive little garage front being projected out from the background.



The four handsome cards, each displaying parts of Stanley Garage Hardware Sets, and which go to make up the window display.

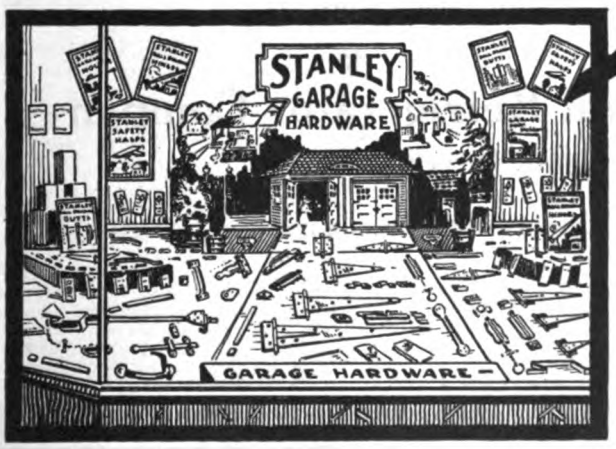
This will help you to sell more Garage Hardware Sets

Nothing will convince an auto owner that he needs the proper hardware set for his garage so much as to see an attractive display of various sets, in an atmosphere which cannot fail to awaken such desires. And by being able to offer

A Set for every type of Garage

you can immediately meet the garage owner's wishes, and make the sale **right there and then.** Send for special folder J-3.

STANLEY
S.W.



The Stanley Works

New Britain, Conn.

New York Chicago San Francisco
Los Angeles Seattle

Manufacturers of Wrought Hardware and Carpenters' Tools

Send for this display TODAY

(unless you have already requested one)

Just a suggestion as to how to use this window display, in connection with showing actual Stanley Garage Hardware Sets, and which cannot fail to produce sales for you.

Digitized by Google

"The Box With the Steady Cold Wave"



BALDWIN
Dry Air Refrigerators

We were the first to talk of **Dry Air** in Refrigerators — about 45 years ago.

And "they" laughed at us — said "it was an impossibility. A refrigerator with wet ice in it just had to be damp."

Now they call theirs "dry air," we must have been right.

But today, same as 45 years ago, the Baldwin is the only perfectly dry refrigerator on the market.

Baldwin air circulation — different from the others — does it.

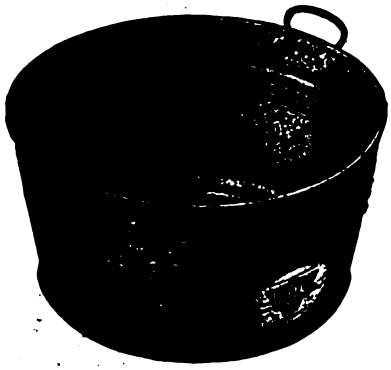
Our catalogue shows 150 styles of the "Dry Air" kind — one of them will please you.

The Baldwin Refrigerator Company
Burlington, Vermont

Stock Carried by HEYMAN-WEIL CO., San Francisco, California

C. H. SMITH
Western Representative
817 South Saint Andrews Place
Los Angeles, Calif.

Digitized by Google



Here is the Boyco galvanized tub, made in standard sizes and hot-galvanized after all manufacturing processes are complete. Boyco galvanized products are priced no higher than other lines, and their smooth, bright appearance and unbroken protective surface insures quick sales and reliable after-purchase satisfaction.



Boyco buckets are made in convenient sizes with bale handle and leak-proof, rust-proof galvanized finish. Look for the Boyco trademark.

Vertical swedges make Boyco garbage cans extra strong. The Boyco method of galvanizing insures unusually long life and freedom from rust.



The Boyco Line of Galvanized Ware

THE Boyco trademark on galvanized ware is a recognized guarantee of superior quality. Boyco galvanized products are made from black sheets and hot-galvanized **after** all construction is complete. Thus, none of the protective coating is broken, cracked or clipped off. Each piece, as it comes from the galvanizing department, is clean, smooth, brilliant and full of spangle.

There are no cracks or crevices — no chance for rust or leakage. No smallest bit of surface is exposed. In the same way, there are no rough edges to tear the hands, catch on clothing or otherwise mar the usefulness of the finished article.

Boyco Galvanized Ware truly sells itself because its very appearance tells the story of the superior quality that is built into it. Compare it with ordinary lines; note the finish, the attractive spangle and the high grade of workmanship.

Boyco dealers are building business and cementing good will with Boyco Galvanized products. Made right and finished right, Boyco Galvanized Ware is real quality ware. You will find it a quick seller and a genuine business-getter.

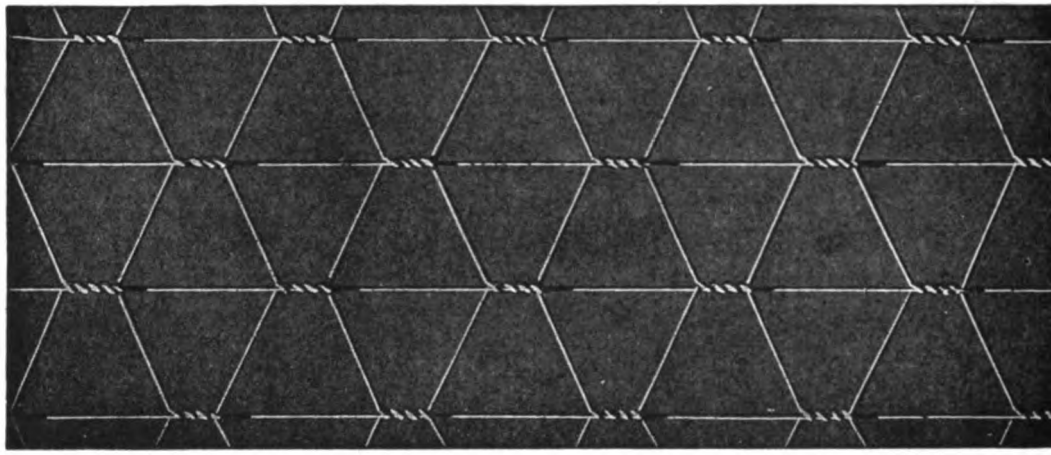
BOYLE MANUFACTURING CO.

5100 Santa Fe Avenue

LOS ANGELES - - - CALIFORNIA

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a heavy selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at t he Panama-Pacific Exposition

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Your Customers Know About

"GOLD MEDAL" FOLDING FURNITURE

TRADE MARK REG. U.S. PAT. OFF.

But Do They Know Where to Get It?

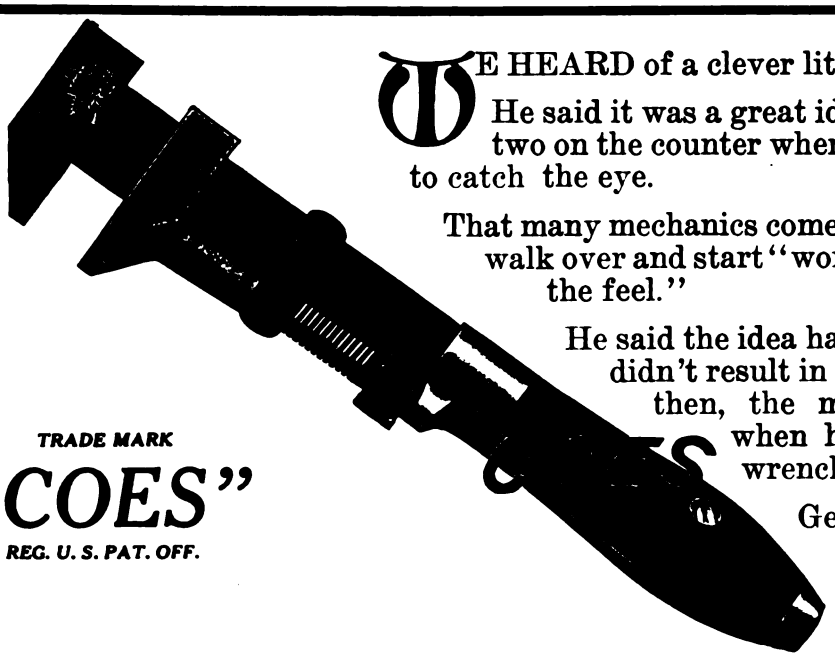
Through effective advertisements in The Saturday Evening Post and various outdoor publications, the American public has been thoroughly familiarized with the utility, convenience, and economy of Gold Medal Folding Furniture. Thousands of inquiries have been received from all parts of the country, as the result of this advertising, indicating a keen popular interest in this well known line of folding furniture — and indicating, also, that **many people don't know that their local dealers sell this good line.**



Wherever this condition exists, dealers are losing **the advantage to them** of Gold Medal national advertising. Make this advertising work for you. Create the proper tie-up between our advertising and your store by displaying articles of Gold Medal Folding Furniture in your windows and on your floor. List Gold Medal folding cots, porch and lawn chairs, folding tables, etc., in your local advertisements. Let your customers **know** that they can buy from you the articles of folding furniture that they have seen advertised in The Saturday Evening Post and other publications. **It will pay!** Gold Medal advertising is working for you. Why not work **with it?**

GOLD MEDAL CAMP FURNITURE MFG. COMPANY
1705 Packard Ave., Racine, Wis.

FOLDING FURNITURE



TRADE MARK
"COES"
REG. U. S. PAT. OFF.

WE HEARD of a clever little salesman.

He said it was a great idea to keep a COES or two on the counter where they had the chance to catch the eye.

That many mechanics come in and just naturally walk over and start "working it" and "getting the feel."

He said the idea had a great effect. If it didn't result in a sale right there and then, the mechanic came back when he did need a good wrench and specified COES.

Get a good supply from your Jobber and try it.

COES WRENCH CO.

ESTABLISHED 1841 IN WORCESTER, MASS.

AGENTS

Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco

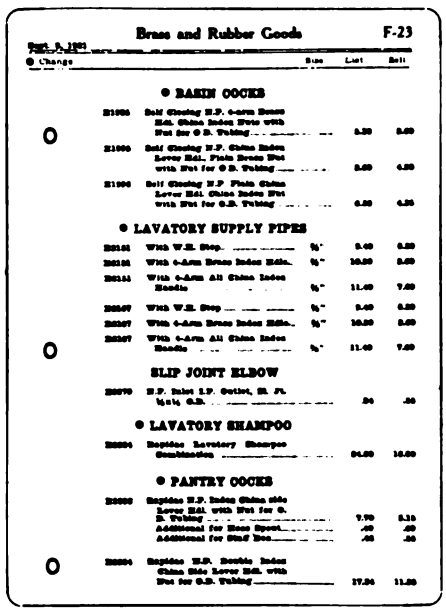
J. C. McCarty & Co.
29 Murray St., New York

John H. Graham & Co.
113 Chambers St., New York

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Moore's Current Price Lists

Prevailing Market Information Applying to the Northwest and Alaska



Brass and Rubber Goods F-23

Change Size List Net

BASIN COCKS

LAVATORY SUPPLY PIPES

SLIP JOINT ELBOW

LAVATORY SHAMPOO

PANTRY COCKS

Specimen Page from Plumbing and Heating Book—Half Size

Loose-leaf Books with Change Sheets Once a Week or Oftener Give

Wholesale Costs *and* Current Resale Figures

For Complete Stocks

Market information is secured from most authentic sources and prices are compiled by experts.

Endorsed unanimously by hundreds of merchant subscribers.

HARDWARE BOOK—Greatly enlarged and revised edition now being compiled, to contain jobbing cost on all items, as well as suggested resale price.

Price Complete, with Leather Binder $12.50
Monthly Service, $2.00 per Month

PLUMBING & HEATING BOOK—Subscribers tell us this is the best book of the kind they have ever seen. Third edition now being issued. Master plumbers and heating men can't do without it.

Price Complete, with Leather Binder $15.00
Monthly Service, $1.50 per Month

C. L. MOORE

505-6 PIONEER BUILDING - - - - - - - - - - SEATTLE, WASH.

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Quick Sales RADIO SUPPLIES Good Profits

EVERY MAN AND BOY A CUSTOMER

RADIO SUPPLIES REQUIRE SMALL SPACE











The Hardware Salesman

(Article Three)

Since you secured employment in the hardware store you have done a multitude of things which are vital to the business. You have swept, dusted, cleaned, delivered goods, stacked wire fencing and nails; set up "Irish buggies" and "kitchen pianos." You have looked for the "left handed monkey wrench," the "round square" and the "two foot yard stick." In fact you have come a "right smart" distance in the hardware line and learned a lot of things which were not taught in the schools you attended. The hardware store is a great school for experience, and the things you learn there will be of practical use to you in the coming years; you have been having an interesting initiation, and it is just as interesting on ahead.

It will be of great assistance for you to learn as soon as possible the trade names of the many items in the store by giving a portion of your spare time to the study of hardware catalogs. You will also find that many of your customers will use names not catalogued when asking for goods. For instance: "leather hinges" for strap hinges; "calander" for colander; "jimp tacks" for gimp tacks; "double headed" for double pointed tacks; "stove stopper" for flue stopper; "therm-o-meter" for ther-mom-e-ter; "sprigs" when brads are wanted and "coal scuttle" for coal hod. But look out for the Chinaman that comes in and says, "You no catchem a half-past five stop fire?" as he will certainly have you "gessin."

By becoming familiar with the trade name as soon as possible you will not make the mistake of sending the customer to the dry goods store if they ask for emery cloth, or to the grocery store if they ask for emery flour. You will hear new names for hardware almost every week; the above are only a few of the many which are heard "during the day's work" in the hardware store, and which are a great source of amusement.

However, satisfy the customer by giving them the article wanted and never in a direct way offend them by correcting their manner of pronouncing trade names; some persons are very sensitive in this respect and it is best to "sweep with the wind," which, by the way, recalls a story. Bradner Matthews, the noted educator, was entertaining an Englishman in this country. The Englishman, pointing to a street sweeper, said, "I presume that man has a chance of becoming president of the United States." Mr. Matthews looked at the sweeper a moment and replied, "No, he will never be president of our country; he is sweeping against the wind."

RADIO IS HERE TO STAY GET BUSY



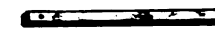












WRITE FOR CATALOG AND PRICES

RETAIL HARDWARE DEALERS MAKE BIG PROFITS SELLING RADIO SUPPLIES

RADIO PARTS CO.

No. 21 Pine Street, San Francisco, Cal.

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BESTOV

Electric Toasters
Electric Table Stoves
Electric Heaters

Low Price and Large Profits for You

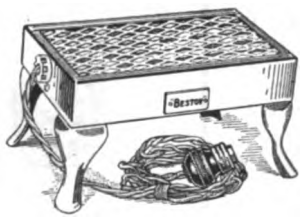


BABY

Electric toasters that can be used with comfort and efficiency. Handy, compact stoves that cook, boil and fry,—indispensable for every vacationist's kit, and a decided convenience in every home, in the hot trying days of summer.

BABY

No. 101 — Size, 5¼ inches square, 5 inches high, 400 watts. Called "Baby" because of its small size. Element being so compact makes possible the quickest electrical heating device on the market **$1.75**



TOASTER

ALL APPLIANCES GUARANTEED 1 YEAR

TOASTER

No. 301—Size, 5 inches wide, 9 inches long, 5 inches high. All nickel plate, 400 watts. In addition to being a toaster may also be used to keep food warm at practically no current consumption. Equipped with No. 16 Asbestos Covered Heater Cord and two-piece Hubbel Plug . . . **$3.50**

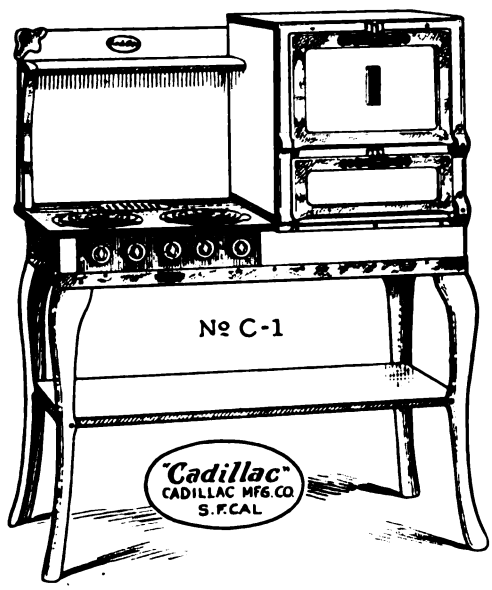
If you are not stocking this profitable line write for literature and prices.

BESTOV APPLIANCE CO. - Seattle, Wash.

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"Electrify That Wish"

the slogan for the CADILLAC line of electrical household appliances.



CADILLAC INFALLIBLE SALES PLAN

1. From time to time to furnish demonstrators and solicitors to promote and close sales.
2. Long time credit.
3. Carry acceptable installment sales.
4. Advertising co-operation.
5. Extensive Letter Service.
6. Follow-up system.
7. Prospect Premium Offer.
8. Dealer Bonus Plan.

Forerunners of the Electric Dawn

CADILLAC ELECTRIC RANGES—Three beautiful models, three sizes. Made to satisfy the most exacting requirements of any size home or family. In the majority of cases as cheap to operate as gas. Model C No. 3 range, two heating units; broiler oven operates on lighting circuit. All equipped with "Radioductor" heating units—a patented CADILLAC feature.

CADILLAC "VALLEN GRAND" CABINET ELECTRIC WASHING MACHINE—Six to eight sheet capacity, for the large family. **CADILLAC "JUNIOR"** cabinet, three sheet capacity, for the small family, apartments, or flats. Beautiful in design, compact, sturdy, and efficient.

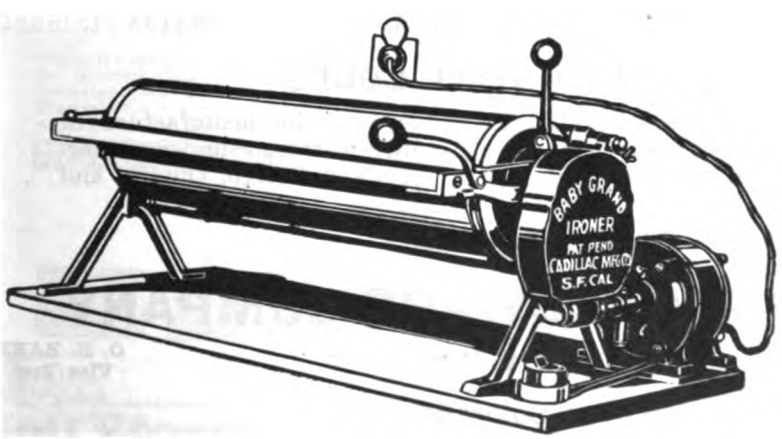
CADILLAC "BABY GRAND" IRONER—Fully fills the requirements of any home or hand laundry. Will do the work of any ironer on the market; strong, neat, compact, 26" roll, weight only 65 lbs. Easily placed and operated on kitchen table, conveniently stored away in closet.

CADILLAC ELECTRIC DISH WASHER for the well-ordered home. Washes all kinds of dishes, silver-ware, glasses and pans perfectly. Dishes are washed at least three times a day, or twenty-one times a week in most every home. This is one of the most despised household duties. With the CADILLAC, dish washing is done mechanically, quickly, and perfectly.

CADILLAC ELECTRIC WATER HEATERS—Hot water any minute of the day or night, simply, economically, and quickly.

LIVE DEALERS will lose no time in being appointed distributors of the CADILLAC Electrical Household Appliances.

Wire or Write for Particulars



Cadillac Manufacturing Company

693 Mission Street
San Francisco, California

Additional Warehouses:
Seattle — Los Angeles

"Electrify That Wish"

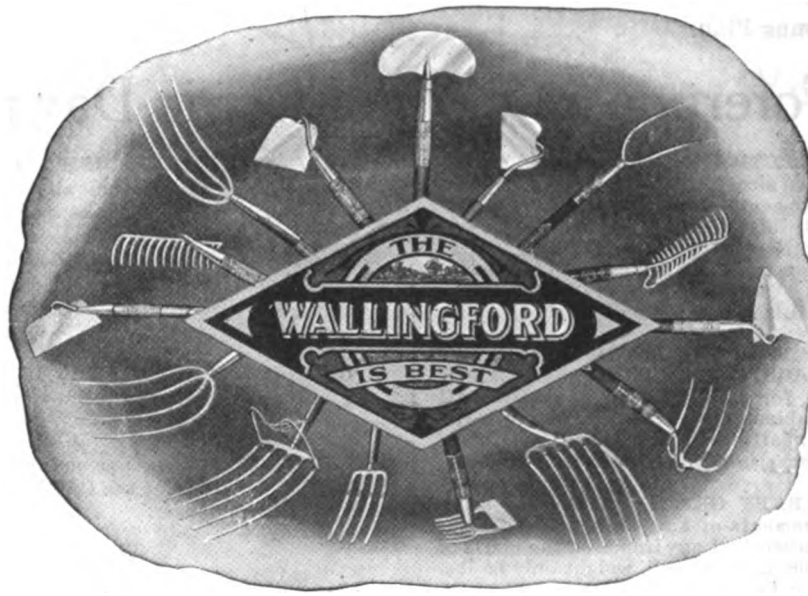
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THE TRITCH HARDWARE COMPANY

Rocky Mountain Distributors of

WALLINGFORD
FARM AND GARDEN TOOLS

A COMPLETE LINE



HIGH QUALITY CAST STEEL

CAREFULLY TEMPERED AND TESTED

SELECTED HANDLES EXTRA FINISHED

WALLINGFORD STEEL GOODS

Are made in a Modern Factory devoted exclusively to the manufacture of Farm and Garden Tools; a large and complete line produced under ownership management, assuring the highest type of goods in Design, Quality and Finish.

Write for Prices Today

THE TRITCH HARDWARE COMPANY

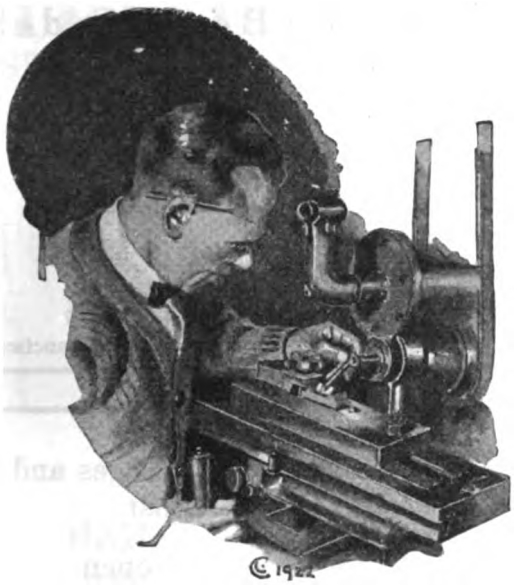
FRANK A. BARE
President

Jobbers

O. E. BARE
Vice Pres.

Denver, Colorado

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MECHANICS HAVE BEEN WAITING FOR THESE LITTLE RULES

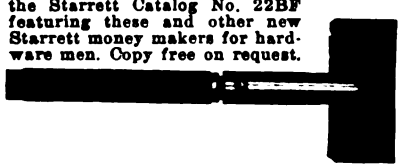
No. 423 Set of Starrett Steel Rules with Holder. Consists of five spring tempered rules, 1/4, 3/8, 1/2, 3/4 and 1 inch lengths, graduated to 32nds and 64ths.

Mounted in the holder, as shown in illustration, these little rules enable the machinist to readily and accurately measure recesses, grooves, short shoulders, etc., difficult or impossible to effectively reach with an ordinary rule.

These rules meet a definite need long felt by many classes of mechanics. In your windows or show cases they will quickly prove a profitable business getter.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

Write for special Supplement to the Starrett Catalog No. 22BF featuring these and other new Starrett money makers for hardware men. Copy free on request.





42-301

Sell Starrett Tools

FACTS
Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

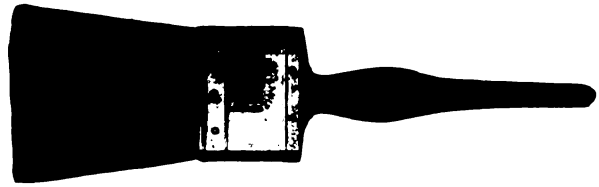
Please Order Through Your Regular Jobber

Manufactured by

***The* LUDLOW SAYLOR WIRE CO.**
ST. LOUIS, MO.

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"KING" COLE XXXX Special Varnish



Width	Length Hair	Per Dozen	Retail Price, Each
1½ inch	3¼ inch	$ 7.80	$0.65
2 "	3½ "	12.00	1.00
2½ "	3¾ "	18.00	1.50
3 "	4 "	24.00	2.00

Sell the Best Made!

Price is of no consequence when compared with satisfaction.

Chinese Hong Kong Bristles, triple thick, set in vulcanized rubber.

Your money back and return postage paid if you are not satisfied with trial shipment.

Write for Big Discounts

"KING" COLE BRUSHES

63 First Street, . . . San Francisco

Stoves
Ranges
Furnaces

Sheet Steel and Wire Products

LARGEST JOBBERS of Stoves, Ranges and Furnaces on the Pacific Coast

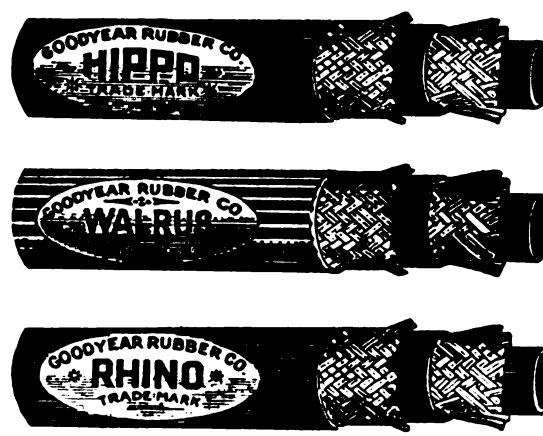
A few exclusive territories still open for some of our lines

SIMON BROS.

148-154 Townsend Street, SAN FRANCISCO, CAL.

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. B. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street, SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St., & Pine St. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

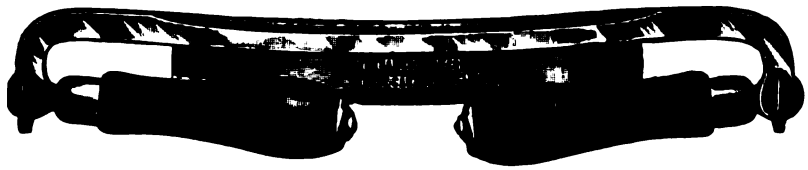
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THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGERS

CHISELS
DRAW KNIVES





NAIL SETS
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SCREW DRIVERS
GOUGES

New York Office: 28 Warren Street

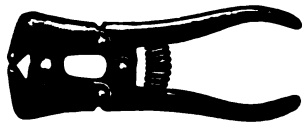
WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

BRIDGEPORT HARDWARE MFG. CORP. BRIDGEPORT, CONN.

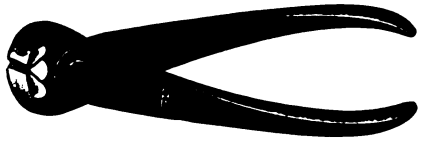
THESE TOOLS ARE A PART OF THE "BRIDGEPORT LINE"

No. 113. Compound Cutting Pliers



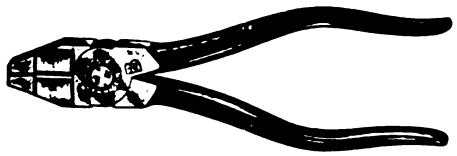
Size 5½ in....List $9.00 Doz.
Size 6½ in....List $10.00 Doz.

No. 116. Matchless End Cutting Nippers



Size 5½ in....List $9.00 doz.
Size 6½ in....List $10.00 Doz.

No. 142. Matchless Side Cutting Pliers



Size: 5 in. 6 in. 7 in. 8 in.
List: $9.60 $10.80 $12.60 $14.40 Doz.

Matchless Combination Pliers



No. 118 — 5½ in. 6 in. 7 in. 8 in.
Blued Pol'd Nose $11.75 $12.70 $14.70 $16.80 doz.
No. 632 —
Full Polished ... $14.80 $16.00 $18.00 $21.00 doz.

Hy-Power Side Cutting Plier



No. 320 — Size 7 in....List $42.00 Doz.

Agents:
J. C. McCARTY & CO.,
29 Murray St., New York, N. Y.

C. W. GAUSE COMPANY,
693 Mission St., San Francisco, Cal.

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Display Your Wire Cloth—

Bowser Wire Cloth Display Racks are:
Convenient for clerk and customer.
Efficient—Goods displayed are sales made.
Economical—Saves time, space and wire.



Crank for end of each roller.

Yard Stick with each rack.

Card Plate for size and price.

14-Roll Rack
18-Roll Rack

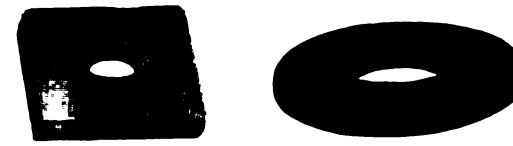


7-Roll Rack
9-Roll Rack

Ask for further facts, from your jobber, or write us direct, giving jobber's name and address

R. M. BOWSER & SON
Dept. W
RENFREW, PENNA.
PATENTEES AND MANUFACTURERS

There is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

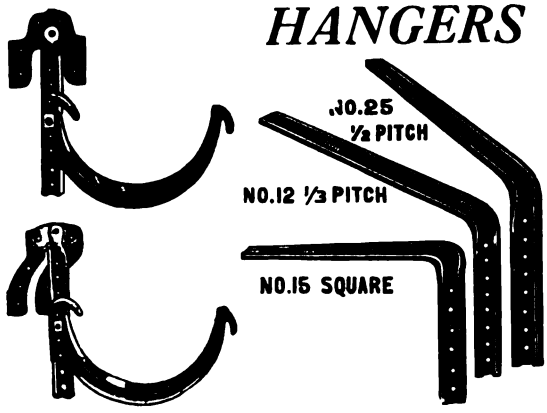
Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Denver, Colo.

BERGER'S GUTTER HANGERS



The Leading Hangers and Fasteners everywhere. Immense stock and variety. Ask for samples and Catalog of our

Tinners' & Roofers' Supplies

BERGER BROS. CO., Mfrs.
Office, 229-231 Arch Street
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PHILADELPHIA

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches.

Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.
150 Post Street, - San Francisco, California

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Did You Ever Feature Measuring Tapes?

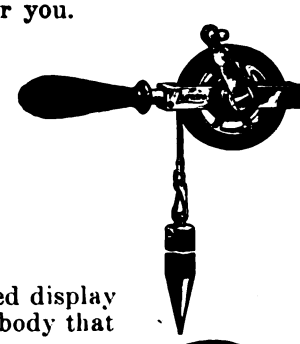
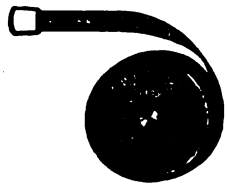
YOUR MARKET WILL SURPRISE YOU—THEY HAVE A THOUSAND USES

There's a tape for everybody, from farmer to professional man; of a style and price that fill the bill for each. There's a good margin for you.

TRY IT OUT

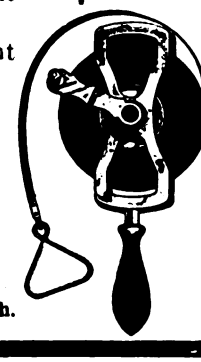
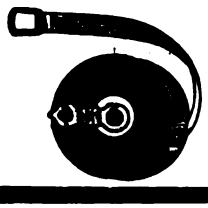




We will supply cuts for your printer, and colored display cards for your store that will talk tapes to everybody that comes in.

We have a tape display case carrying just the assortment every hardware merchant needs.

YOU WILL FIND THE DEMAND IS FOR

LUFKIN TAPES

THE RECOGNIZED STANDARD FOR YEARS

Send for Catalogue. Ask Your Jobber's Salesman

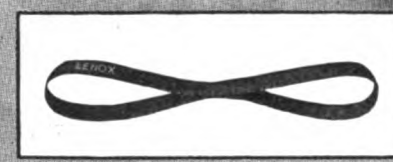
New York
Windsor, Ont. **THE LUFKIN RULE CO.** Saginaw, Mich.

"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

SHELBY DOOR HOLDERS



Have taken the place of the old style wooden wedge for holding a door open **because** they hold it securely, are always in place, their rubber tips will not mar your floor, and they are easily released with the foot. Made in two sizes for heavy and light doors and finished to match all Builders' Hardware. Be sure to specify "the Shelby."

MADE BY

THE SHELBY SPRING HINGE CO. . . . Shelby, Ohio

PACIFIC COAST REPRESENTATIVES

POND HARDWARE CO., Los Angeles, Cal.
D. L. HERMAN, Seattle, Wash.
TAYLOR & YOUNGS, Denver, Colo.

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"Buffalo" Aero Fan

Takes least current, is most reliable, and cost is low

1-40 H. P., 25 cycle or 1-60 H. P., 60 cycle or direct current, bronze sleeve motor supplied. For kitchens, basement rooms, furnace circulation, sickrooms, and a hundred other household and farm uses. For offices and staterooms.



Noiseless and Easy to Install

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles—W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Oakland, Cal...Western Heavy Hdwe. & Iron Co.
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho...Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz. ..... Albert Steinfeld & Co.

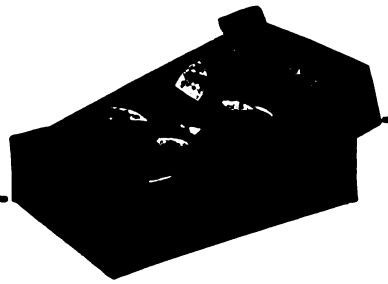
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOILET, ILL., POUGHKEEPSIE, NEW YORK

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GENUINE CRESCENT WRENCH PARTS

ASSORTMENT No. R. P. 1

The cost of handling orders for repair parts is usually more than the profit if they are only ordered by individual items as needed. On the other hand there is usually a certain amount lost if carried in bulk.

This assortment and container will enable you to give your customers the necessary service and turn it into a profit item instead of a loss.

The assortment is small and includes only parts having the largest sale.

The carton is of cardboard with compartments for each size and measures 4¼ x 6¼ x 1½ inches.

A list of the parts together with the retail price is shown below.

The cost to you is that of the parts only at regular dealers' prices, with no charge for the carton.

The assortment contains the following parts:

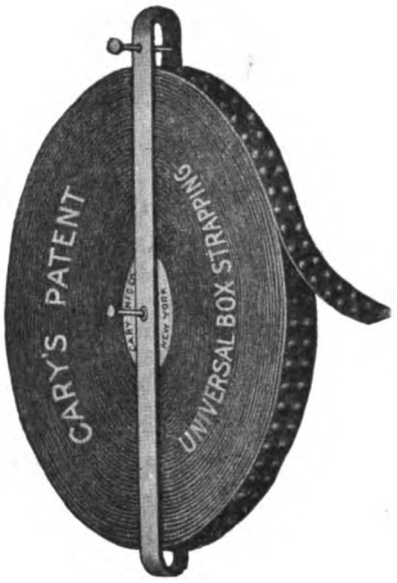
Quantity	Part	Retail Price, Each	Total
	JAWS		
2	4-inch	$0.25	$0.50
5	6-inch	.25	1.25
4	8-inch	.30	1.20
2	10-inch	.40	.80
1	12-inch	.60	.60
	KNURLS		
2	4-inch	.10	.20
3	6-inch	.10	.30
4	8-inch	.12	.48
2	10-inch	.15	.30
1	12-inch	.25	.25
	PINS		
2	4-inch	.05	.10
3	6-inch	.05	.15
3	8-inch	.05	.15
2	10-inch	.05	.10
1	12-inch	.10	.10
	SPRINGS		
2	4-inch	.05	.10
3	6-inch	.05	.15
3	8-inch	.05	.15
3	10-inch	.05	.15
2	12-inch	.05	.10

Total Retail Value, $7.13

CRESCENT TOOL CO.

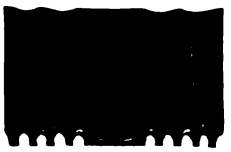
JAMESTOWN, N. Y.

"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners



Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.

BROOKLYN - - - NEW YORK

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestioned merit.

We claim Endurance — Dependability — Fast Cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"—tells the story.

SOLD THROUGH JOBBERS ONLY.

CORRESPONDENCE RESPECTFULLY SOLICITED

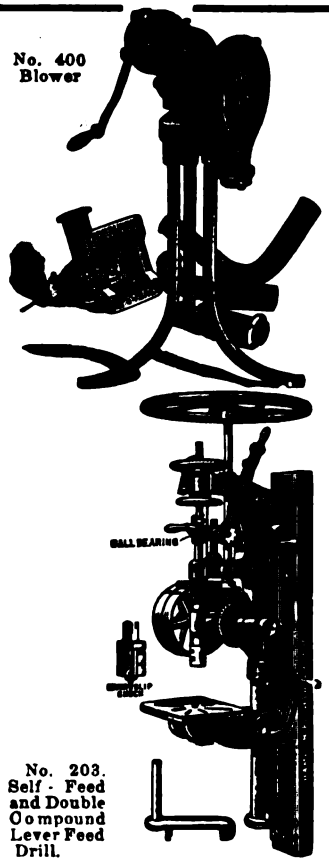
DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

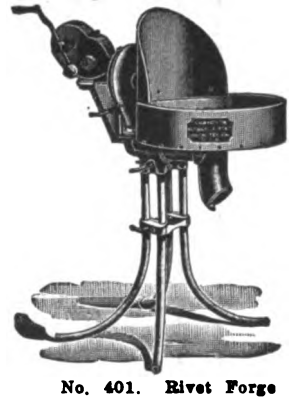
Exclusive Pacific States Representatives

Champion Blowers, Forges, Drills and Screw Plates

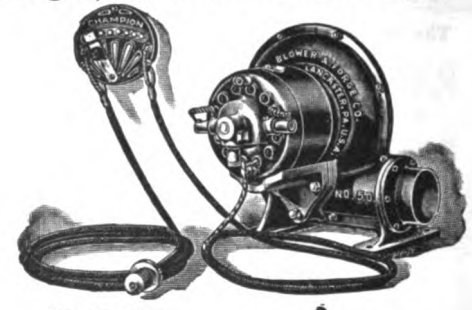


No. 400 Blower

No. 203. Self-Feed and Double Compound Lever Feed Drill.



No. 401. Rivet Forge



No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.



Screw Plates in Four Styles, Cutting up to 1½"

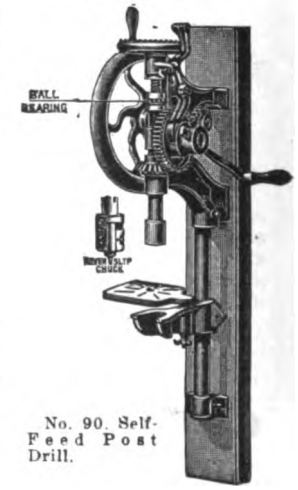
CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.



No. 90. Self-Feed Post Drill.

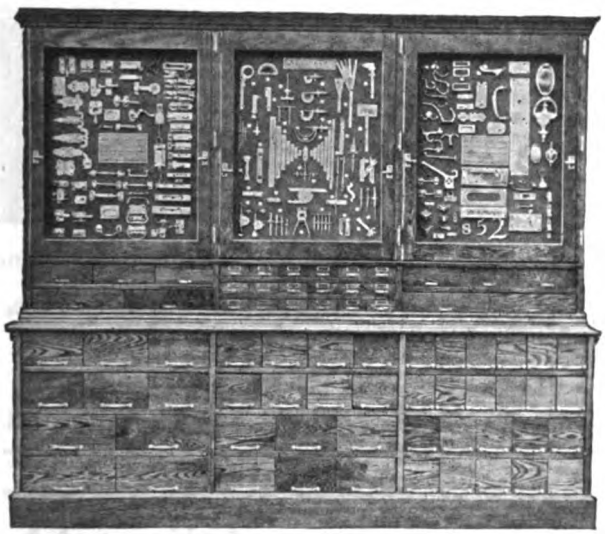
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Save Time and Money

BY USING

Heller's Pivot Door Hardware Shelving

DISPLAY FULLY PROTECTED BY GLASS



STOCK CARRIED IMMEDIATELY BEHIND

IT IS COMPARATIVELY INEXPENSIVE

OF CONVENIENT LENGTHS

EASILY INSTALLED

WILL GIVE LASTING SERVICE

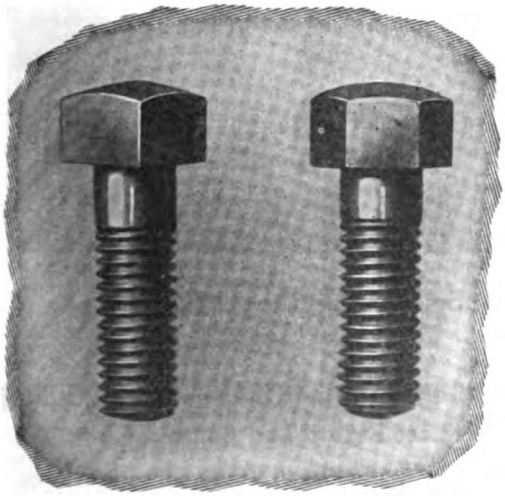
An investment will pay big dividends by the additional sales it will create.

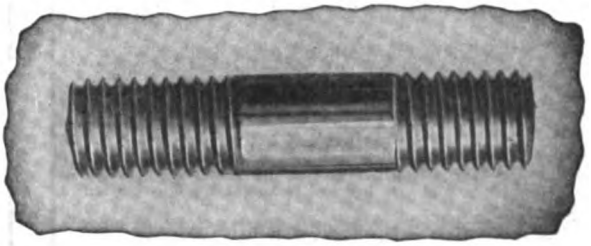
NEW PRICES IN EFFECT

Write today for Catalog 26-H, which describes several types.

W. C. HELLER & CO.

MONTPELIER, OHIO





WM. H. OTTEMILLER CO., York, Pa.

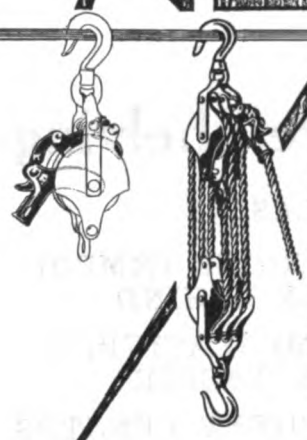
Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, California.
Strimple & Cox, L. C. Smith Building, Seattle, Washington.
Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Building, Denver, Colorado
Strimple & Cox, Corbett Building, Portland, Oregon

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NEY



Ney's New Monarch Steel Hoists made in one, two and three sheaves with patented locking device and patented adjustable locking head meet every farm and store or garage requirement. In strength, ease of operation, construction, material, finish and positive locking these hoists are far in advance of average types. With Ney's Patented Adjustable Locking Sleeve these hoists can be used in any position horizontally, perpendicularly or at any angle, as they elevate, lower and unlock with one rope only. Large volume sales effect low prices. Write for Catalog No. 25, just off the press.

ASK YOUR JOBBER

Original-Genuine
HAYING TOOLS
Standard Everywhere

Write for Catalog No. 25

THE NEY MANUFACTURING CO.
Established 1879
CANTON OHIO
Minneapolis, Minn. Council Bluffs, Iowa

"EASY EMPTYING" Grass Catchers



"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it

SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U. S. A.

Buckner Sprinklers

— FOUR TYPES —

Heavy Indestructible for Lawns 1 Doz. Per Box Uniform Distribution



Circular Spray Half Circle, Quarter Circle, or Long, Narrow Strip.

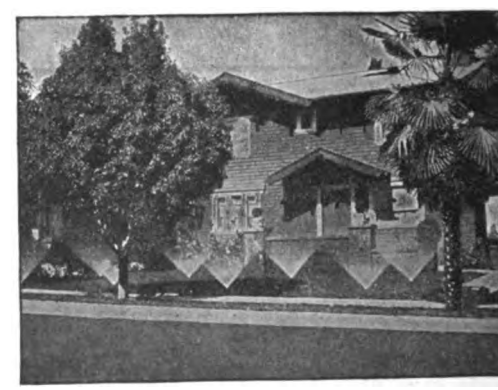
Adjustable Underground Heads

The BUCKNER underground head is the latest invention in this type of sprinkler and the result of years of experimenting, and is known throughout the United States as the only underground head ever designed to irrigate either a circle, half circle, quarter circle, or long, narrow strip. No underground system can be satisfactory without different forms of sprays. They are absolutely essential in all installations on large lawns and parking strips.

These heads are installed flush with the soil, hidden by the grass and not found by the lawn mower. They are never suspected as being in the lawn. No obstructions for people to fall over. In fact an invisible system, eliminating all labor in connection with lawn irrigation. Simply turn a valve and the work is done.

BUCKNER MANUFACTURING CO.,
FRESNO, CALIFORNIA

Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

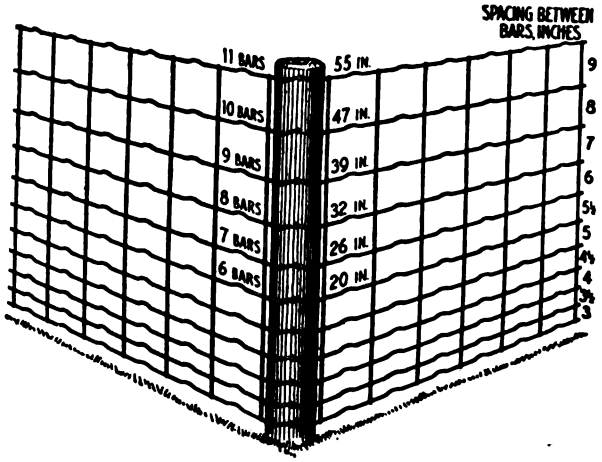
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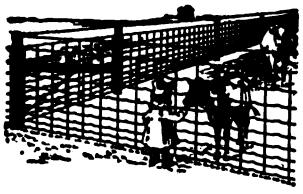
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Electrically Welded

Farm Fencing

Maximum strength, durability and appearance are combined in this one-piece fence fabric. Electrically welded at every joint, thus eliminating wraps, twists and ties that add weight and hold moisture. Made exclusively of our own Open Hearth steel, heavily galvanized. A perfected fencing; **every rod guaranteed.** Designs and heights to meet every need. Write for Catalogue.





Pittsburgh Steel Company

GENERAL OFFICES: PITTSBURGH, PA.

Pacific Coast Office
359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing

Dunham, Carrigan & Hayden Co. San Francisco, Cal. Northern California and Nevada

Whiton Hardware Company Seattle, Wash. Washington and Oregon

Norcross



Garden Cultivators

LUTHER BURBANK pronounces the Norcross a wonderful implement, using a dozen or more of them on his own estate, and says: "They are the Best of their kind."

Selling a Norcross is selling Quality, Service and Satisfaction to a customer at a moderate cost and an attractive profit. Three sizes, all strongly made and handsomely finished. Order through your jobber and be sure you get the Genuine Norcross.

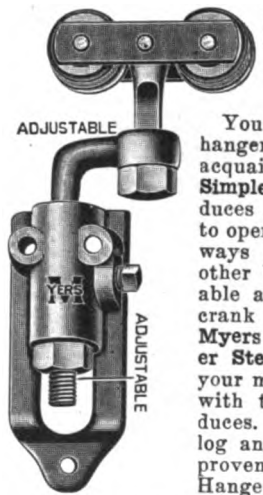
C. S. Norcross & Sons

MANUFACTURERS

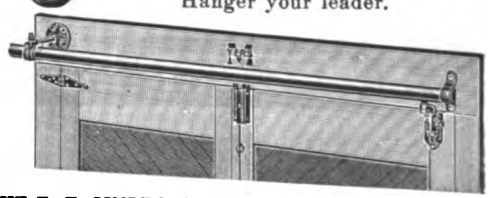
Bushnell, Ill., U. S. A.

MYERS Simplex Garage Door Hanger

No. 30



You are familiar with door hangers in general, but are you acquainted with the **Myers Simplex**—the hanger that produces snug, tight fitting, easy to open and close, all year doorways for garages, barns and other buildings. Being adjustable and fitted with patented crank stem, and used with **Myers New-Way Tubular Girder Steel Track**, it will please your most particular customers with the door service it produces. Write us today for catalog and prices, and make this proven and practical Myers Hanger your leader.



THE F. E. MYERS & BRO. CO. - Ashland, Ohio

ASHLAND PUMP AND HAY TOOL WORKS

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Most dealers think so—So do good Mechanics



Makers of the Famous Herrick and Dunbar Tool and Display Racks

Display and Sell

Acme Wood and Steel Levels

A Price that is Right.

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A Level that is on the Level.

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Write for prices and catalogue today.

The Acme Level & Mfg. Co.
ARCHBOLD, OHIO



Your Jobber Can Supply You

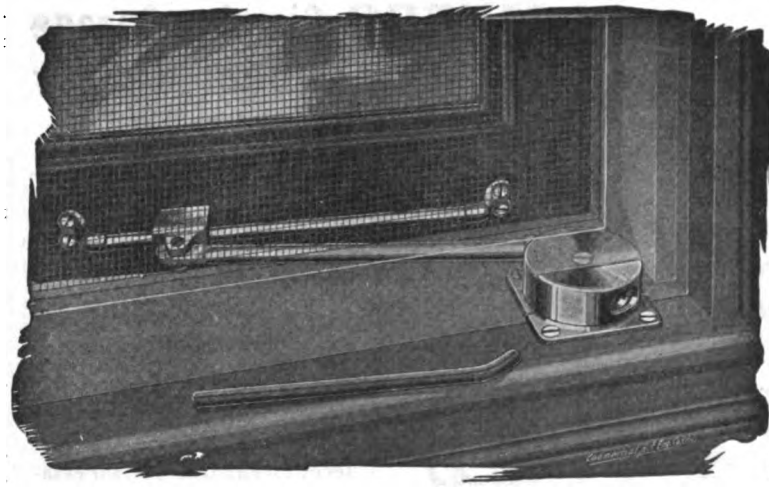
Good Quality and Fine Finish Are Instantly Recognized

—So it doesn't take long to make a "Queen City" sale.

The curved handle, which gives increased leverage, is an added sales feature—so begin early to display your "Queen City" wrenches.

We will send a sample on request.

BERGMAN TOOL MANUFACTURING CO.
BUFFALO, NEW YORK



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

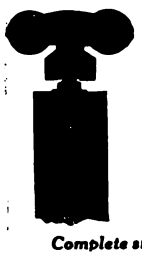
For windows that open out
Operates without disturbing the screen

Superior **Casement Adjuster** is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

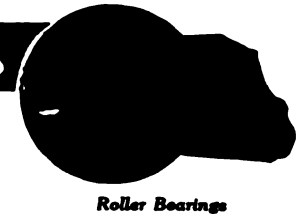
Superior **Casement Adjuster** is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior **Casement Adjuster** holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. **Write for catalog showing entire line.**

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

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SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the **BEST** money and skill can produce

WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY

GRAND PRIZE GRAND PRIZE

AXES BULL DOG

WARREN AXE & TOOL CO. WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS



Back of the Trade Mark on Allith-Prouty DOOR HANGERS and HARDWARE SPECIALTIES

Door Hangers that are Always on the Track!

For over twenty years Reliable Round Track Door Hangers have set a standard of excellence in sliding door hardware—meeting all requirements under the most varied and exacting conditions — with economy of installation, ease of operation, and durability in service.

Request our Catalog 90 Today.

ALLITH-PROUTY COMPANY
DANVILLE, ILLINOIS

ALLITH-PROUTY

WOOD SCREWS

CONTINENTAL WOOD SCREW CO.
INCORPORATED 1904
SPECIAL SCREWS AND UPSET WORK
IRON, BRASS
BLUED AND NICKELED SCREWS
NEW BEDFORD, MASS. U.S.A.

MACHINE SCREWS

ANDREW CARRIGAN CO.
Pacific Coast Representative
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Long Pin Punch Set No. 462

Pat. Feb. 22, 1921

MR. DEALER —

Nearly all your friends tinker more or less around machinery—the Auto, Tractor, Reaper or Loom, and these extra long pin punches are just right to back out pins, bolts, etc.

A set of four useful sizes of VANADIUM steel in our anti-rolling Finger Grip pattern.

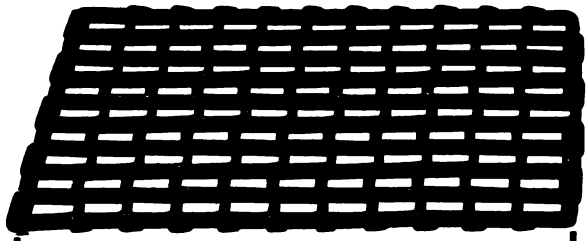
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ASK YOUR JOBBER

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Keystone Flexible Steel Mat

The original continuous crimp mat. Easily rolled into small space. The most durable mat made. Reversible, and will not warp or curl up.

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Ideal Woven Wire Mats

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Made of galvanized round steel wire, with mesh of flat coil construction, ingeniously woven on substantial galvanized one piece steel frame, which is electrically welded.

Made in Four Stock Sizes

WE ARE EXCLUSIVE MANUFACTURERS OF

"Rolamat"

THE FLEXIBLE WOODEN MATTING

Can Be Rolled Up Like a Rug. Sanitary, Reversible.

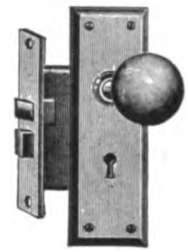
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Sole Manufacturers (Est. 1894) Beaver Falls, Pa.

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618 AMERICAN BUILDING, LOS ANGELES, CAL.

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Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

LOCKWOOD MANUFACTURING CO.

Manufacturers of

BUILDERS' HARDWARE

SOUTH NORWALK, CONN., U. S. A.

JOSEPH T. POLITEO, 183 Stevenson St., San Francisco, Western Representative.



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JOBBERS AND DEALERS GET BUSY

A wonderful tool and an unlimited demand. No lawn owner will be without. No other tool on the market will pull a root. "E-Z Dandelion and Weed Root Puller" jaws close up and get the whole root.

Hang sample with root in display window —it will sell

WESTERN BRASS MFG. WORKS

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Drifting Pick for Mines

NORTHERN HANDLE CO.

Manufacturers of

"POINTER BRAND"

Guaranteed Best Quality

HANDLES

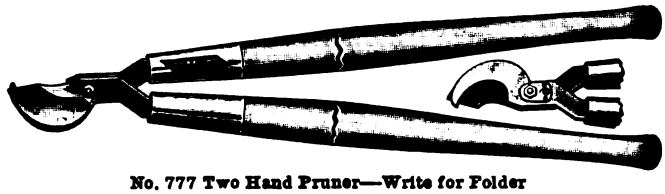
Axe, pick, hammer, hatchet, Cant Hooks, Peavey and Pickaroon Handles

Price List upon Request

Machinist's Hammer **NORTHERN HANDLE CO.** Blacksmith's Hammer

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Regular Single Bit Axe



No. 777 Two Hand Pruner—Write for Folder

More desirable scientific features and easier cutting qualities are combined in our Two Hand Pruner than any other single tool. Investigate our line of scientifically perfect "Compound Lever Products."

Also manufacturers of Compound Lever Snips for metal cutting.

BARTLETT MFG. CO.

36 East Lafayette Ave., Detroit, Mich.



SPIRALETS
FOR
Marking Poultry

IN 10 COLORS

MILLIONS USED EVERYWHERE

Write for Samples and Prices

M. BAYERDORFFER

Huguenot Park, N. Y.



Gilson Garden Tools

Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.

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Brownee Fruit Press



Long Life
Low Price

Home Press for making Jelly, Jam, Cider, Grape Juice

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NOW!

HOME FRUIT PRESS MARKET UNTOUCHED

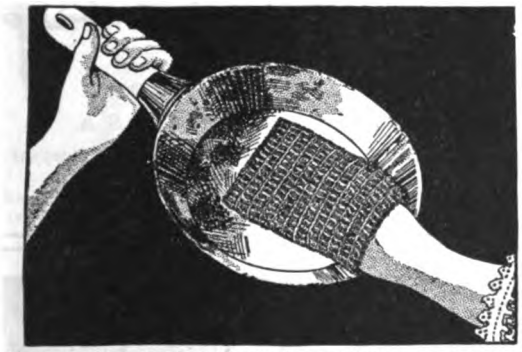
You can cash in on this money-maker

Charles J. Wachter Co.
105 North Second Street - - Philadelphia

MAGNETIC CLOTH

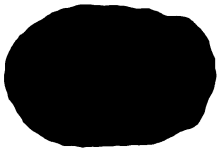
CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known.



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents



Send us your jobber's name if he can't supply you.

Manufactured by
JOHN W. GOTTSCHALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH
Pacific Coast Reps., 789 Call Bldg., San Francisco

Chickens!

It's One Game That's Good



Right through the depressions and booms of war and peace, the poultry industry has enjoyed a wonderful and uninterrupted prosperity.

It has brought a stream of ready money to millions of families when other sources were contracted.

One rule of good merchandising is to push the lines that are moving. Make up on them for the business you lose on the lines that have slowed up.

If You Want to Make a Success of Your Poultry Supply Business

you must sell a good incubator. A cheap, uncertain incubator means death to chicks and death to business.

The Queen is known all over America as a high-grade moderate-priced incubator that delivers high-percentage hatches of chicks that live and grow.

It will make friends and business for you. Ask us about terms, etc.

QUEEN INCUBATOR COMPANY
LINCOLN, NEBRASKA

Queen Incubators

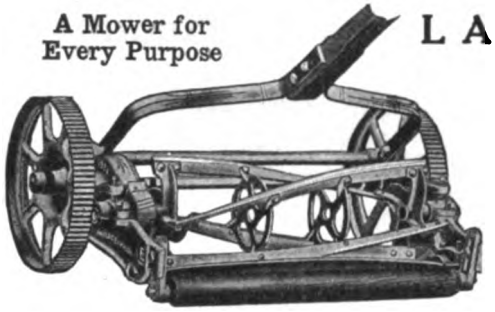
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GENUINE

"PHILADELPHIA"

LAWN MOWERS

A Mower for Every Purpose



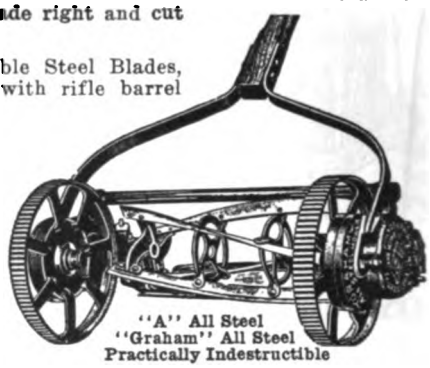
Style "E"—Four Blades Removable Box Caps

Motor Mowers are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates, and, like our Hand and Horse Mowers, the Genuine "PHILADELPHIA" are the very finest that can be produced.

Send for Catalog and Discounts

have more than the distinction of being made by "The original people in the Lawn Mower business since 1869." They have the endorsement of millions of satisfied users that they are made right and cut right.

Vanadium Crucible Steel Blades, Bearings bored with rifle barrel accuracy, material that stands the 'Test of Time' and a line of 30 odd styles to select from are other reasons for selling the always reliable "PHILADELPHIA"



"A" All Steel
"Graham" All Steel
Practically Indestructible

THE PHILADELPHIA LAWN MOWER COMPANY, 31st and Chestnut Streets, Philadelphia, Pa.

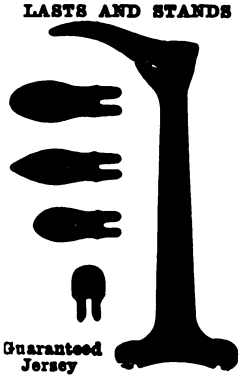
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Improved, Economical

LASTS AND STANDS



Guaranteed Jersey

Three Leaders from the "Sacks Line"

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STAR HEEL PLATE COMPANY

LOUIS SACKS, INC.

HEEL PLATES



Pioneer Star

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Axe, Pick, Sledge, Hatchet, Hammer and all Mining Tool Handles. Known everywhere as the Best.

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TATTOO EAR MARKERS FOR LIVE STOCK



Three-Letter Marker

The Only Permanent and Reliable Means for Live Stock Identification. For Hogs, Sheep, Cattle and Horses

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TOOLS

Mattocks and Picks

THE user of QUIKWERK Tools has learned from experience that he has a right to expect from them an out-of-the-ordinary service. Naturally we are determined that he shall never have cause to change that opinion.



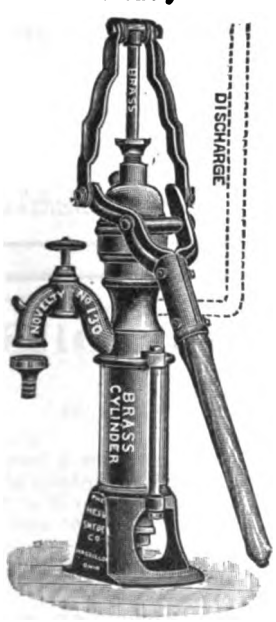
Order QUIKWERK Hand Tools Through Your Jobber





THE WARREN TOOL & FORGE COMPANY
150 Griswold Street - Warren, Ohio

GET IN A SUPPLY OF
NOVELTY FORCE PUMPS
And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS.** Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio



No. 101 Surface Adjustable

RED RIB

Strongest trolley made. Easy running. Tandem wheels, roller bearing, hinged and flexible.
The track will not spread because of solid double-grooved wheels and arched treads. Sheds water. Bird proof.

Capacity: No. 100 A for doors up to 300 lbs.
No. 100 B for doors up to 400 lbs.
No. 101 A for doors up to 300 lbs.
No. 101 B for doors up to 500 lbs.

NOTE: The wheels run on the arched treads; adds strength, reduces friction. There is a strong guarantee back of Red Rib.

THE TOPPING MFG. CO., Ashland, Ohio, U. S. A.
For 18 Years Safety Door Hanger Co.
Represented by W. R. Voorhees & Co., The Call Bldg. San Francisco

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THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



BUFFUM TOOL CO.

LOUISIANA, MO.

Machinists' Ball Pein Hammers



PROPER DESIGN. HIGHEST QUALITY
BEST FINISH. RIGHT PRICE.
STANDARD WEIGHTS AND PACKAGES
FULLY GUARANTEED

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WESTERN SALES AGENTS
Room 605 Williams Building
693 Mission Street, SAN FRANCISCO, CALIFORNIA

SAND'S CERTIFIED LEVELS

At New and Lower Prices



The lowered prices include SAND'S aluminum, the lightest and strongest level made—together with the various models of SAND'S Levels in Pine and Walnut.

You may as well sell just the level your customer wants. Even the dollar level bears the mark "SAND'S," so long known by expert workmen as the mark of better levels.

Write for descriptive price list. You can get a level for every purpose with SAND'S built-in accuracy.

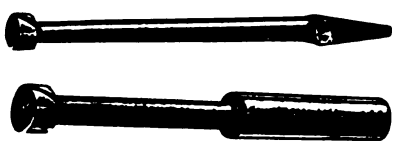
Remember, lower prices now on the finest levels shown.

J. SAND & SON
1859 Rivard Street - - Detroit, Michigan

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

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BOMMER SPRING HINGES

STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply.

BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N. Y.

HARGRAVE

They Satisfy the most particular mechanic

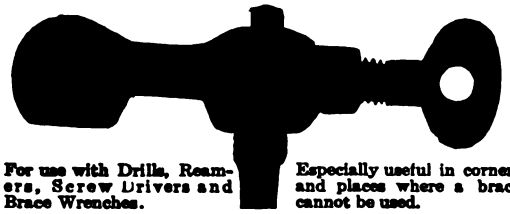
Standard Brace Wrenches



To fit all sizes of U. S. Standard Square and Hexagon Nuts, Cap Screws and Set Screws. Absolutely accurate. Strong and Durable.



Bit Wrench



For use with Drills, Reamers, Screw Drivers and Brace Wrenches.

Especially useful in corners and places where a brace cannot be used.

Our new catalog shows a complete line of these and a hundred other "QUALITY TOOLS"

THE CINCINNATI TOOL CO., Cincinnati, Ohio

Carlson & Frahm, Pacific Coast Representatives
268 Market Street, San Francisco
1242 W. 36th Street, Los Angeles

CHAINS and PUNCHES



SASH CHAIN



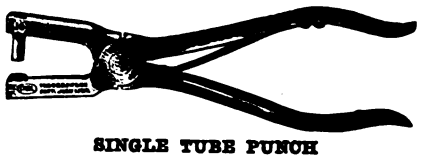
CABLE CHAIN



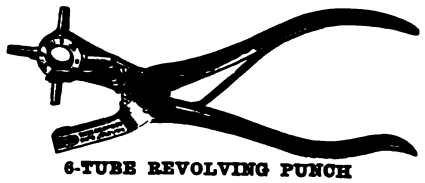
SAFETY CHAIN



PLUMBER'S CHAIN

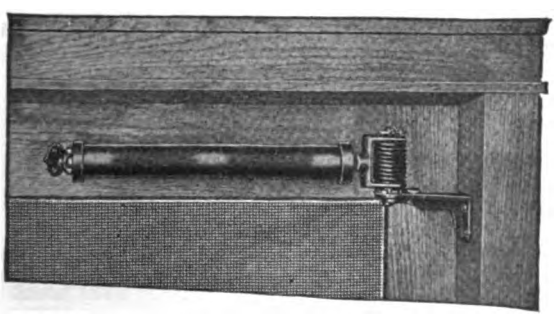


SINGLE TUBE PUNCH



6-TUBE REVOLVING PUNCH

THE SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.
"ORIGINATORS OF SASH CHAIN"



The Smith Screen Door Check

Closes the Door Quietly and Firmly

A QUALITY PRODUCT

MADE BY

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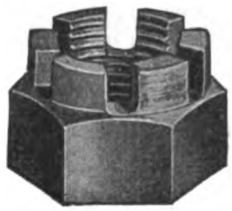
3037 Carroll Avenue, Chicago, Illinois

Manufacturers of
Rivet and Fastner Setting Machines

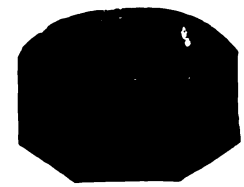
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S. A. E. Standard Nuts Milled From Bar Stock

¼" to 1" in Cartons



Western Screw Products Co.
ST. LOUIS, MISSOURI



Represented by
LOUIS J. ZIESEL CO.,
216 Market Street, San Francisco, Cal.

SCREW MACHINE PRODUCTS TO BLUE PRINT OR SAMPLE



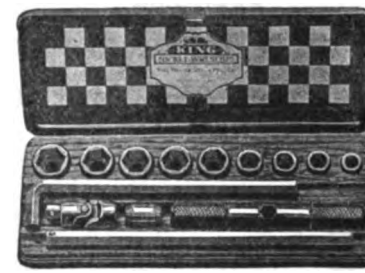
"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

King Socket Wrenches

For Every Nut

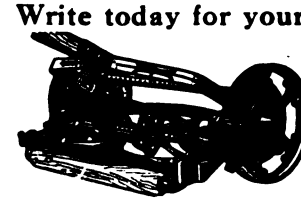
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In The Handy Steel Box

KING PRESSED STEEL & MFG. CO., Boston, Mass.

Write today for your free package of



"PENNSYVANIA" *Quality* Lawn Mower New SALES-HELPS for 1922

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA



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The Sure and Easy Way

A slight thumb pressure does the trick—with Wilkins Gauge Glass Cutter

GEO. H. WILKINS COMPANY, 180 N. Market St., Chicago

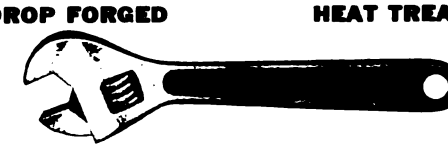
Western Representatives, SPRAKE SALES CO., Inc.

Prentiss N. Rice	F. H. Chown	J. E. Hooper
506 Charles Bldg.	1121 Gasco Bldg.	202 Postal Tel.
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G. T. Sprake, 216 Higgins Bldg., Los Angeles

THE ARROW WRENCH

DROP FORGED HEAT TREATED



A QUALITY TOOL

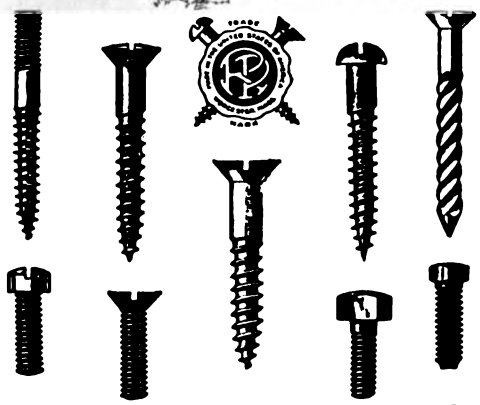
An exacting standard is maintained in the manufacture of the Arrow Wrench.

When an order is placed for these tools, there is an assurance of receiving a uniformly high quality.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.

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WOOD SCREWS

MACHINE SCREWS STOVE BOLTS
SET SCREWS CAP SCREWS
RIVETS BURRS BOLTS NUTS

REED & PRINCE MFG. CO.

MAIN OFFICE AND PLANT, WORCESTER, MASS., U. S. A.
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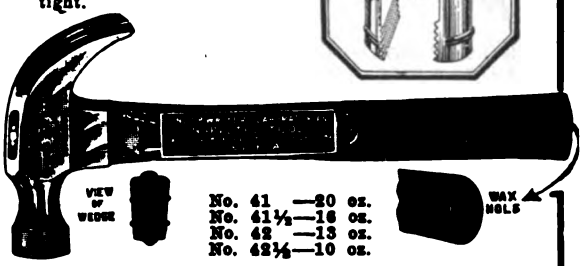


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The VAUGHAN'S Expansion Wedge

is a notable improvement in Hammer construction. You can always keep the Handle tight.





No. 41 —20 oz.
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All hammers with the VAUGHAN'S EXPANSION WEDGE are sold under our UNCLE SAM BRAND. Uncle Sam Hammers are the only Hammers that have the Underwriters' Laboratories Label as an inspected Tool. Write for Booklet No. 10 which describes in detail how the Underwriters tested and approved Uncle Sam Hammers.

VAUGHAN & BUSHNELL MFG. CO.

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Caldwell Sash Balances



33 years of service PROVES their superiority. They counterbalance sashes perfectly. Cheapest method for modernizing old windows.

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SPECIAL REINFORCEMENTS ON OUR ALUMINUM LEVELS MAKE THEM MORE ENDURABLE

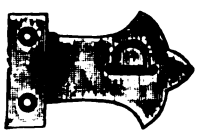
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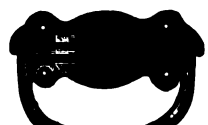
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No. 811



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No. 284



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BOX, CHEST, REFRIGERATOR, CABINET, FURNITURE TRIMMINGS

IN STOCK FOR PROMPT SHIPMENT

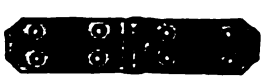
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BODY: Wrought iron makes them the toughest and last the longest.

FACE: Highest grade crucible tool steel plate, welded on solid.

FOOT: Good liberal spread of base gives solid rest, stability.

PROPORTIONS: Design of horn, heel, face and body, give balance.

COLUMBUS ANVIL & FORGING CO.

COLUMBUS, OHIO, U. S. A.

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SWEDISH TOOLS are noted for their durability



"BANKO" SCYTHES are the best Swedish scythes made. They are made of three steel layers, two soft and one hard, which have been forged and drawn out by hammering. They are warranted to hold their cutting edge and are perfectly balanced. Cutting edge is polished, all other parts forged black finish and oiled. Will fit any American Snath.

☆SSA☆

A BETTER TOOL MAKES A BETTER MECHANIC. SSA pliers represent the highest possible quality and may—for strength, durability and elegant finish—be considered in a class by themselves. Model pictured is No. 25 combination pliers, extra strongly made with riveted joints. Comes with metal or rubber insulated handles.



— SOLD BY —
SCANDINAVIAN-WESTERN IMPORTING CO., LTD.
116 Broad Street, New York City

WESTERN IMPORTING COMPANY
509 East Hennepin Avenue - - - Minneapolis, Minn.

Craftsman Steel Tools
THE QUALITY LOW PRICE LINE

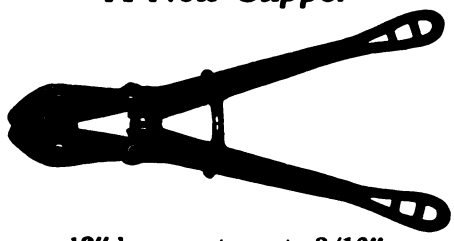


Hammers
Hatchets
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Folding Rules
Tool Kits
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Also Best Quality Hickory Handles
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Ask your Jobber for Prices

Made from Special Process Steel Castings Carefully Finished and Hardened First Class Packing

THE CUSHMAN COMPANY, Inc., Champaign, Ill.
Western Representatives: C. EDWARD WOOD CO.
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PORTER'S
New Easy Bolt Clippers
Look!
A New Clipper



12" long; cuts up to 3/16".
The low price will sell it over the counter.
No tool kit complete without it.
Ask your jobber for
Porter's No. 1855 Clipper

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Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 553 Hollywood Av., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

The New "Triumph"
GOPHER TRAP
MANUFACTURED BY
TRIUMPH TRAP CO., INC. ONEIDA, N. Y.



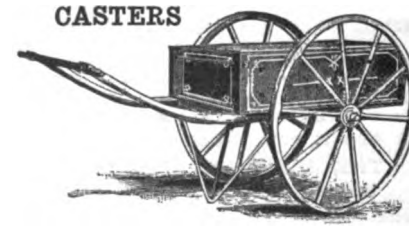
Lowest Priced Trap
Easiest Trap to Set
Powerful in Action

PACKED
1 Doz. Traps in Box
1 Gross in a Carton

READY TO SHIP

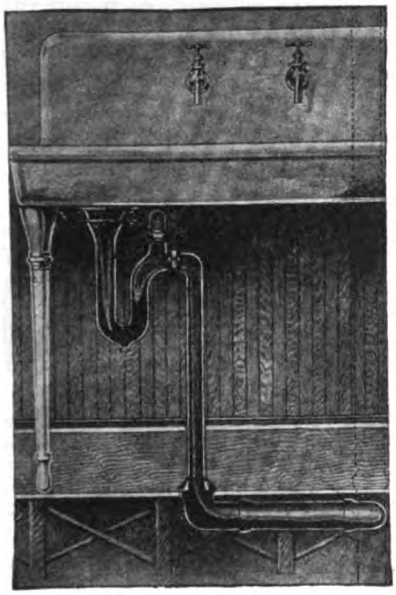
For sale by the Principal Hardware Jobbers of the West

CONCRETE MIXERS
WHEELBARROWS, SCRAPERS
STORE AND FACTORY TRUCKS
CASTERS



LANSING COMPANY
338-348 Brannan Street - - San Francisco

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Try DESOLVO on Your Own Sink and You're Sure to Recommend It!

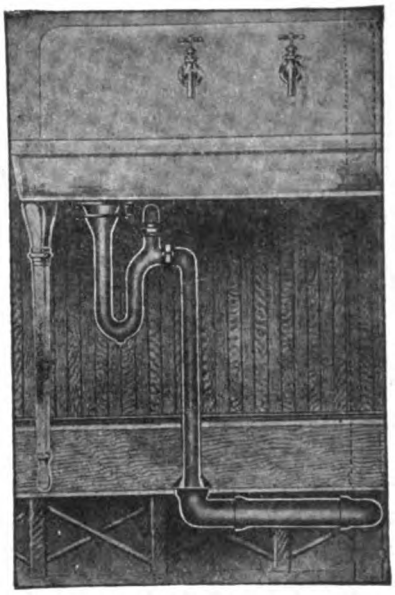
We'll gladly send any merchant a sample can, so you can KNOW what our LEADER will do for your customers at home.

Here's How It Works

Just mix with cold water and pour into the pipe. Cleans out every obstruction by reducing all soluble matter to liquid that will wash down the sewer. No injury to pipes.

—and How You Profit

A lot of hardware merchants are making money on DESOLVO. Write us for discounts and Order through your jobber.



AFTER USING DESOLVO

THE CHAMBERLAIN COMPANY, PITTSBURGH, PA.

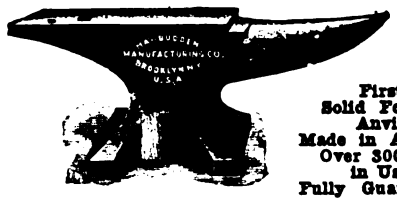
Chamberlain Desolvo Co., 109 Church St., Toronto, Ontario

Pacific Coast Agents: SPRAKE SALES CO., Inc.

F. H. Chown, 1121 Gasco Bldg., Portland
J. C. Hooper, 813 Postal Telegraph, San Francisco
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First Solid Forged Anvil Made in America
Over 300,000 in Use
Fully Guaranteed

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Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 553 Hollywood Av., Salt Lake City
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ALL GOOD SELLERS

PRICED TO SUIT THE TIMES

Write today for catalogue. Many other useful things



AMERICAN SCALE CO., Sta. B, Kansas City, Mo.



If it has not the round fulcrums, it is not a DU-BLAKE.

DECLARED A WONDER

DU-BLAKE PERFECT CAN OPENER

Clean Cut, Safe and Sanitary Edges

WORKS SO EASY A CHILD CAN USE IT

Tested and Approved by { Good Housekeeping Institute, The Tribune, Modern Priscilla Proving Plant and National Sportsman

Aluminum Channel. Best Steel Blade and Fulcrums.

Manufactured by DU-BLAKE MFG. CO., Toledo, Ohio

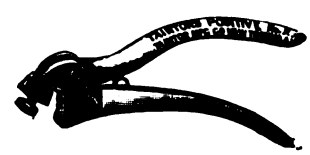
Western Office: 610 Maple Avenue, Los Angeles, Cal.

SILVER LAKE SASH CORD

NET WEIGHTS FULL LENGTHS

Silver Lake Co. - Newtonville, Mass.

TAINTOR POSITIVE SAW SETS



Have Set the Saws and have Set the Pace for over a Quarter Century. Send for Booklet: "Care of Saws."

Taintor Mfg. Co.
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New York City

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Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

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Guesswork Never Makes Good Coffee

That's why thousands of women are using the Arcade Crystal Coffee Mill. They know that it not only keeps coffee fresh and fragrant, but grinds it to any degree of fineness — and measures as it grinds.

Every month these facts are told to millions of coffee-liking housekeepers through the advertising columns of the nationally known women's publications.

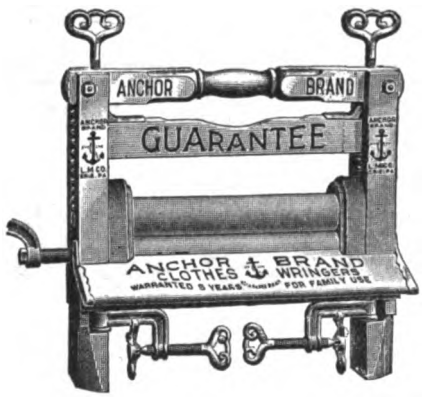
The Arcade Crystal Coffee Mill is durable, attractive and efficient. You make a good profit on every sale. Send for descriptive catalog and price lists. Careful packing and prompt deliveries are assured.



Finished in Black, Blue and White Enamel—Nickel Plate Oxidized Copper.

We make several hundred fast selling Hardware Accessories, Cast Iron Toys, etc. Write for Catalog No. 28

ARCADE MFG. CO. - Freeport, Illinois



You Know the Story

of the College Student who was canvassing the City for the local **HARDWARE DEALER** during the summer vacation with a Clothes Wringer under each arm?

After two days of hard tramping up one street and down another, he threw his sample Wringers on the hardware man's pet corn and **RESIGNED**, saying:

"WRINGERS ARE JUST LIKE NOSES EVERYBODY'S GOT ONE!"

If this isn't true in your neighborhood—it's up to you

ANCHOR BRAND TRADE MARK

LOVELL MANUFACTURING CO. **Erie, Pa.**

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BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

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Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
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THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

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With the——

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

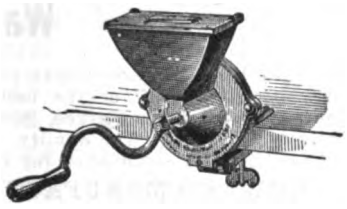
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Lane's 32 Sizes Mills



IMPROVED
PATENTED
SELF-
SHARPENING
GRINDING
PLATES
HAVE DOUBLED
PREVIOUS
CAPACITIES

Get New Catalogue



LANE BROS. CO.
RIVER STREET - POUGHKEEPSIE, N. Y.

Which Appeals to You? *A Sale Now and Then or A Steady Year-Round Demand?*

Stovoil is an item that never lingers on the hardware dealer's shelves. It *moves*—moves fast and moves with a margin of profit that is really worth while. Stovoil is the enemy of rust.—needed in every household and used in most of them. Stovoil is a *staple*—tried and proved.

A Product of Merit, Nationally Advertised to Women

Big, dominating women's magazines constantly tell the housewives of America how Stovoil REMOVES rust and PREVENTS rust — how all big operating gas companies use and recommend it—how Stovoil has been endorsed by every Domestic Science Laboratory which has tested it.. And equally good as a leather tonic and dressing, too!

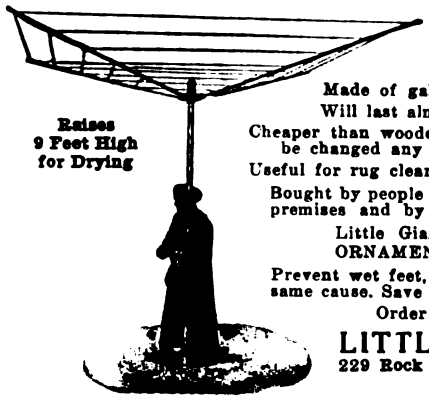
Hundreds of thousands of women already are friends of Stovoil. More are learning every day. Of every sale, 90% bring repeat sales. It's a steady, upbuilding kind of business—the kind with the profit and the kind that makes your store "a habit." Want this sort of business? Then write

Tom Tap

TOM TAP Stovoil BRAND

SUPERIOR LABORATORIES
Dept. 515, Grand Rapids, Michigan

Little Giant Clothes Reel



Guaranteed FOREVER against defective material and workmanship.
Made of galvanized pipe and has 125 feet of soft, smooth, steel galvanized wire line.
Will last almost indefinitely and is unlike anything else made for the same purpose.
Cheaper than wooden posts with arms and wire. Easily and quickly erected and location can be changed any time.
Useful for rug cleaning, airing clothing, etc. One erected in any neighborhood sells many more.
Bought by people who take pride in their home premises and by men who love their wives.
Little Giant Clothes Reels are ORNAMENTS, not EYESORES.
Prevent wet feet, colds and other illness from same cause. Save doctor bills and lighten work.
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229 Rock St., MANKATO, MINN., U. S. A.
Established 1876

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.
We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.
Sash Cord **Shade Cord**
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Send for catalogue and samples
SAMSON CORDAGE WORKS - Boston, Mass.
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MANUFACTURED BY

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ARE DESIGNED TO BE HANDLED BY HARDWARE STORES

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Perfection Cooler

Metal Body
Heavily Insulated

LARGE ICE AND WATER CAPACITY

Most effective and durable cooler on the market

Perfection Cooler Co.
Michigan City, Ind.

C. P. RUST, Representative,
268 Market Street,
San Francisco, Cal.



If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied

HOWARD Woodenware

Made of Select Sitka Spruce

Ironing Boards
Pastry Boards

Clothes Driers
Step Ladders

a Complete Line of

Washboards

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

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8th Ave. W. and Ewing St. . . Seattle, Wash.

Representatives,
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San Francisco—H. D. Tyler & Co., 512 Pacific Bldg.
Portland—Strimple & Cox, Corbett Bldg.
Denver — 412 Boston Building

TRINER Slanting Dial FAMILY SCALES



No. 24, Steel Platform
No. 25, Tile Platform
No. T-25, Polished Tin Scoop, With Steel Forks
No. T-26, Steel Platform and Polished Tin Scoop

The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high, 6 in. wide, 7¾ in. deep. Dial 6 in. in diameter.

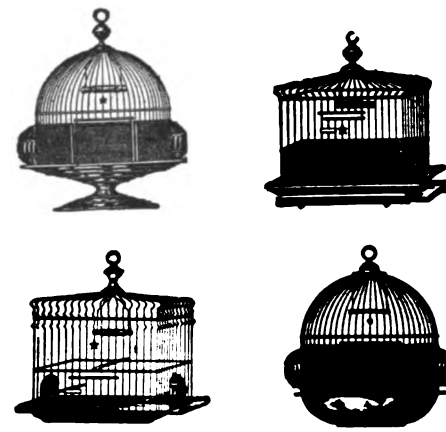
Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
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W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

O. LINDEMANN & CO.

35-37 Wooster St., New York Established 1863



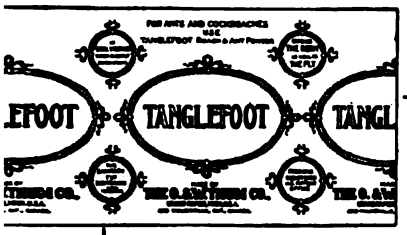
Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia

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A Valuable Impression

A PLEASING impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of **TANGLEFOOT** in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh, and create in them a desire to use **TANGLEFOOT** themselves. This means extra sales to you. For 1922 **TANGLEFOOT** has been reduced 60 cents per case. This will allow you to sell at the old price, two double sheets for 5 cents, and make a profit of 50 per cent.

Remember TANGLEFOOT catches the germ as well as the fly, and that poisons, traps or powders cannot do it.

Better Business Is Coming


LIGHTNING


BLIZZARD


GEM

Be Wise In Time

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.

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O. MUSTAD & SON

Manufacturers

CHRISTIANIA, NORWAY

Established 1832

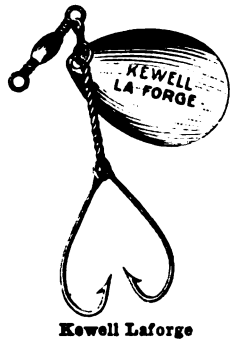
Mustad Key Brand Fish Hooks

are always preferred, because they are right in Shape, Temper and Finish

SUPPLYING ALL PATTERNS OF FILED POINTS, HOLLOW POINTS AND SEA HOOKS USED ON THE AMERICAN CONTINENT

Suppliers to All the Leading Fishing Tackle Makers and Jobbers in the line in U. S. and all over the world.

WORLD REPUTATION FOR QUALITY



Kewell Laforge





Kewart Kidney

Hook 'em

Patrons of your sporting goods department know real fishing tackle when they see it. Show them the complete Kewell line. They'll be steady customers.

Get Your Share From Fishermen

DEALERS PROFIT—SPORTSMEN DELIGHT

New "Indian Chiefs," Enamel Finishes: Take the place of the "wooden plug" in the minds and kits of black bass anglers.

Kewell Laforge Spinners: Hand finished throughout, made of the best materials available. Sizes: 2/0 to 6.

Kewart Kidney Spinners: Same grade as Laforge. Sizes: 2/0 to 1.

"Ber Val" Spinners: Luminous wooden beads with water-proof tube enameled to imitate salmon eggs. Sizes: 1 to 6.

FLIES, LEADERS, RODS, REELS, BAIT, LINES, ETC.

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CHAS. H. KEWELL CO.

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140-144 Duboce Ave., San Francisco, Cal.

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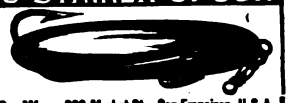
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SELLS THE SKIS

Experienced Skiing enthusiasts look for it. It signifies the best in workmanship—correct design and materials. Send us your order today for the coming season's supply of Northland Skis.

World's Largest Ski Manufacturers
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KNOWLES
AUTOMATIC STRIKER SPOON



Automatically hooks the fish the instant he strikes.

S. E. KNOWLES CO., Mfgs, 320 Market St., San Francisco, U.S.A.
PHIL B. BEKEART CO., Pacific Coast Distributors
SOUTH BEND BAIT CO., Eastern Distributors
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THE ONLY GENUINE
AL WILSON
SPINNERS
BASS SPOONS
CONNECTING LINKS
With the Safety Catch

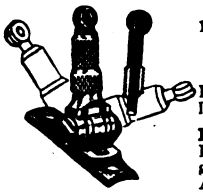
Famous from Pacific to Atlantic for workmanship and material.

Order through your jobber Write us for catalog
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MARBLES
Outing Equipment

Gun sights and cleaners, compasses, axes, knives, etc., sold by leading jobbers — if your jobber can't supply you, order direct. Liberal discounts, from list prices.

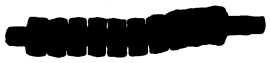


Belt Axe—No. 9: 2¾ x 4¾ in. blade, finest steel, 14 in. selected hickory handle, wt. 22 oz. Excellent for Boy Scouts. List price $1.50



Flexible Rear Sight — Perfect rear sight, for game or target — fits all American rifles. List price, 2 discs.....$4.00

Shotgun Cleaner—Softest brass gauge washers thoroughly clean without injury to finest gun. List price, $1.



Rifle Cleaner — Same as shotgun cleaner. List price .....60 cents

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5380 Delta Ave., Gladstone, Mich.

Pacific Coast Rep., McDonald & Linforth, 737 Call Bldg., San Francisco; Southwestern Rep., F. B. Schutz, 1002 Central Trust Bldg., San Antonio, Texas; Southeastern Rep., P. F. Dawson, Charlotte, N. C.; South Central Rep., W. J. Jacquin, Louisiana, Mo.

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PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full measure. **RETAILS 20 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.).....$37.50
Jobber's Assortment (12 doz.)..... 15.00
Open Stock, all colors, per gross..... 15.00

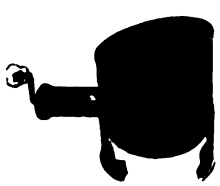
2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

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Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



GENUINE
HUNTER'S SIFTER

Standard of the World
Since 1880

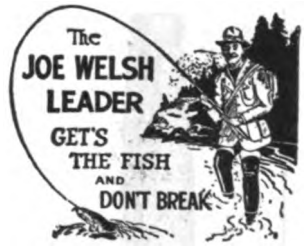
Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.
Reader Street Hamilton, Ohio

Joe Welsh Leaders



The genuine Telerana Nova is the cheapest and best by actual test. Thousands of the best anglers in the world are using them. Why not you? Universally praised, strong, knotless, durable; one trial will convince the most skeptical. For trial, I will mail you a 3 ft. in any Bass or Trout size for 25c; 6 ft., 50c; or 9 ft., 75c. One Leader will last you two seasons and then be good. Prices for Salmon sizes on application.

Again, here is what the average angler has been looking for: Limerick Hooks, T. D. Eye No. 2, 4, 6, 8, 10, and 12, tied on Joe Welsh's Snells, making the hook the weakest part of your tackle. All sizes $1.00 per dozen. Save your fish by using this new snelled hook. They do not get brittle with age.

The Blue Devil darning needle floats, Bass and Trout sizes with three foot leader attached, 75c.

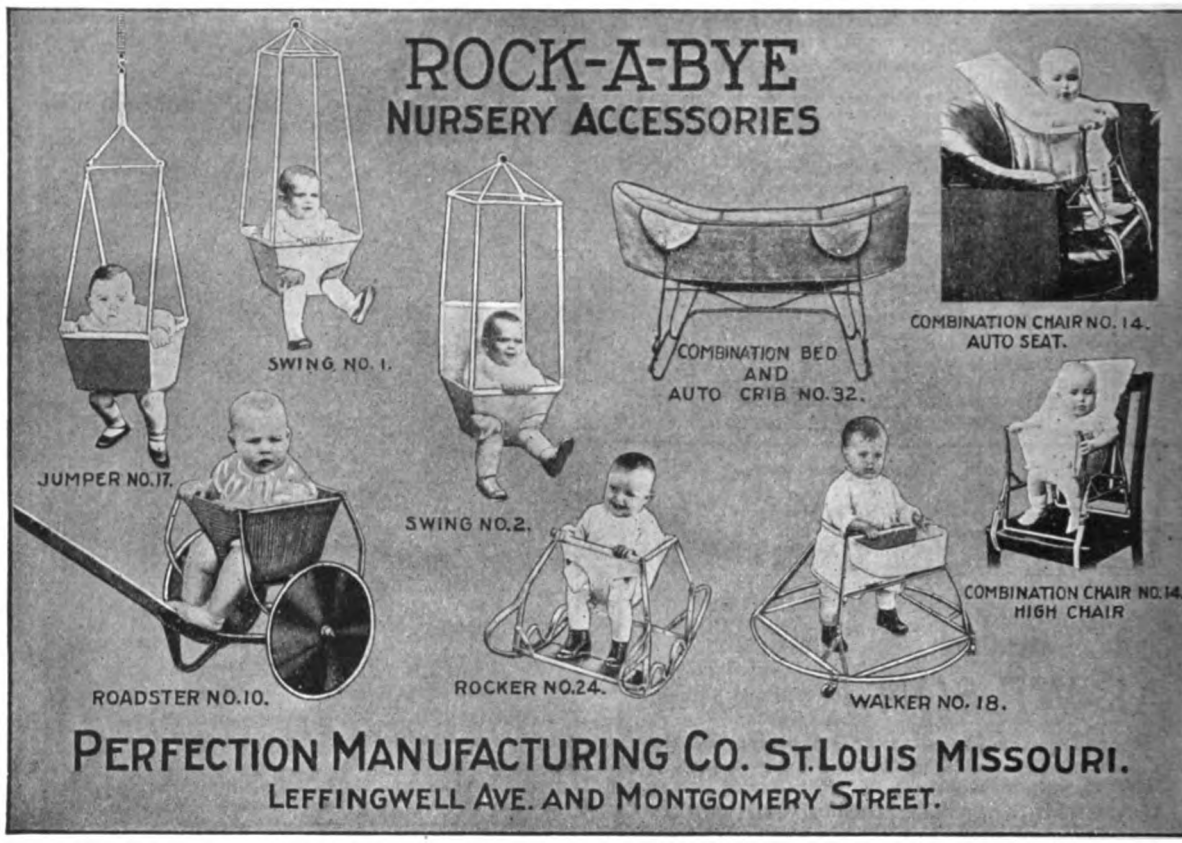
The "Welsherana" transparent minnows in five colors are the latest and best in Plugdom. Trout and Bass sizes, $1.00 each, can be used on a fly rod or bait casting rod. A sample order of the above will prove to you that Joe Welsh's goods is in a class by itself.

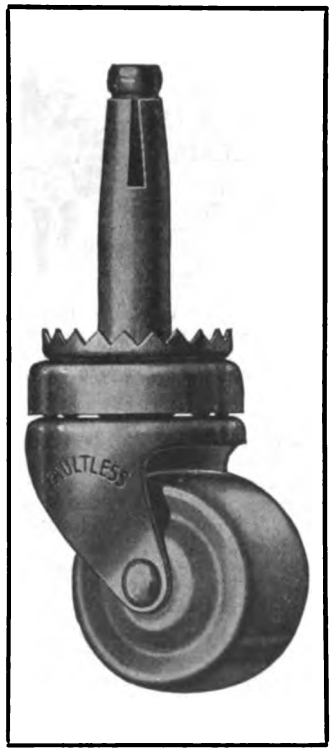
Dealers can make good profits by handling this popular leader.

OK SEAL OF QUALITY

JOE WELSH
PASADENA, CALIFORNIA

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Faultless
Ball-Bearing Casters

"Moves the FAULTLESS Way"



Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS BALL BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitæ, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

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"THE REPUTATION AND PRESTIGE ENJOYED BY DEALERS HANDLING

PETERS AMMUNITION

IS A SURE PROOF OF ITS QUALITY. IT IS SOLD ONLY ON THAT BASIS."

Write for information

THE PETERS CARTRIDGE CO.,
585-587 HOWARD STREET,
SAN FRANCISCO



Ⓟ BRAND ⓅETE

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The Most Wonderful Air Rifle Ever Invented

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

Benjamin Air Rifle & Mfg. Co.
Broadway & Washington
ST. LOUIS, - - MISSOURI

Pacific Coast Representatives
STUART & OTTO
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At a Popular Price

The Benjamin

A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.

Hoppe's Nitro Powder Solvent No. 9

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FOR CLEANING HIGH POWER RIFLES, SHOTGUNS AND REVOLVERS

Nitro Powder Solvent No. 9 is guaranteed to thoroughly remove the residue and stop acid action of any High Power Powder and make rifle cleaning easy. Removes and prevents rust. Removes metal fouling and leading.

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FRANK A. HOPPE, Inc.
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Telling his Experience

The Sportsman who wants the best method to clean his gun always asks for Hoppe's No. 9

Surely you must have many calls for this unequalled gun-cleaning solvent.

Why not ask us to send you our 5 color display stand to hold 8 bottles?

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The Only Lamp with the Double Filament

NITROGEN WHITELITE LAMPS

From 40 to 1,000 Watts



Licensed under General Electric Company's Patents

The Test of an Idea

is—Will it Work?

The WHITELITE and the DUALITE idea is this: Maximum Candle Power; longer life; better value for the user; a better article for the dealer, and the advantages that come from selling it.

Is this idea workable? Many dealers say it is—and are working it. They say it sells more lamps to people who want better lamps.

We invite inquiries.

WHITELITE ELECTRIC CO.

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DUA LITE

Now in 40, 60, 75 100 and 200 Watts

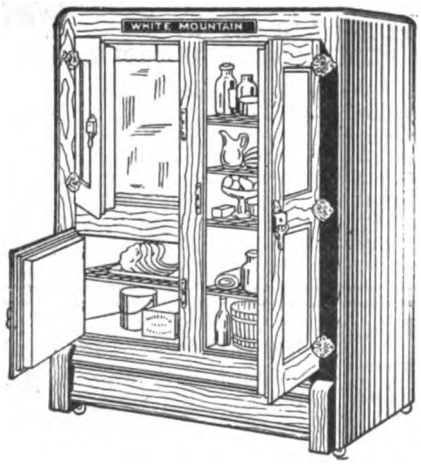


The Dualite is fully protected by U. S. Patents, and is made and controlled exclusively by us.

The Superior Gas Filled Lamp with One Filament

WHITELITE

White Mountain Refrigerators



"The Chest With the Chill in It"

There is absolute satisfaction as well as profit in handling a refrigerator so universally known as the famous "WHITE MOUNTAIN"—A Refrigerator used **"in over a million homes"**—A Refrigerator bearing a name recognized as a quality standard for generations.

"WHITE MOUNTAIN" refrigerators have patented features and points of excellence which no other refrigerator possesses.

A line of refrigerators complete in every practical style, size and finish with a range of prices to meet every trade requirement.

Our beautiful 1922 WHITE MOUNTAIN catalog has just come off the press and will be mailed upon request.

Maine Manufacturing Company - Nashua, New Hampshire

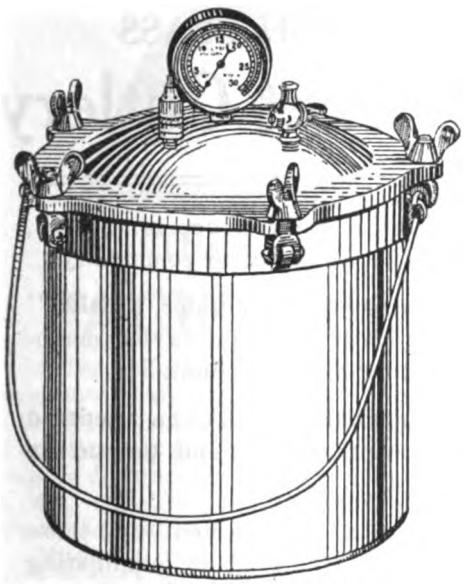
BRANCH OFFICES:

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PACIFIC COAST DISTRIBUTORS:

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The WARNER has straight sides and flat bottom. Made of high grade cast Aluminum all in one piece, with separate cover.

Cooks a meal in 30 minutes. Insures better canning. Sanitary, convenient and durable

Quickly Pays for Itself!

DEALERS MAKE MORE MONEY ON

The WARNER Pressure Cooker

The Fastest Seller on the Market

Every woman in your community needs a dependable pressure cooker. Many want pressure cookers and will buy if you have the goods displayed. The WARNER is a **better** pressure cooker that allows you **bigger** profit and satisfies your trade to the utmost.

Write for Lowest Prices and Descriptive Circulars. Address

THE WARNER MANUFACTURING COMPANY

Dept. H. W., Ottawa, Kansas



Every Warner Pressure Cooker is backed by this immense factory and all its resources. Quick shipments guaranteed.

It's a Sled on Wheels

BILLY BUSTER FLYER

DON'T NEED SNOW OR ICE



Body Finished in Light Blue Enamel with Red Trimmings

Patented Stabilizing Gear on front axle. Prevents sudden turning of front wheels and gives the same action as a sled.

No. 20A, 30x13x6"—4¾" Maple Wheels, Metal Bearings
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PACKED 2 IN SHIPPING CASE; WEIGHT 30 LBS.

WE MANUFACTURE A COMPLETE LINE OF

WHEEL GOODS, TOYS, GAMES

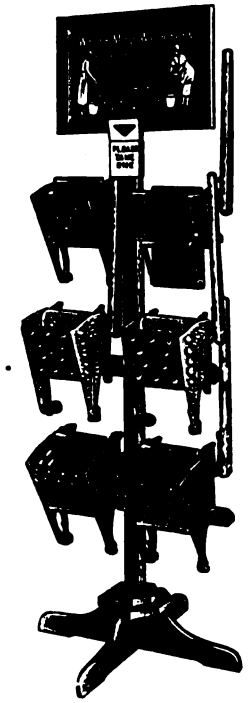
Our prices are down to pre-war basis and deliveries are prompt.

Write us direct or write our Western Representative and you will receive prompt reply.

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Western Representatives:
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THIS DISPLAY RACK Sells White Mop Wringers Get One Free



Here is a new salesman for you, substantially made of oak, beautifully finished, convenient to use for demonstrating, has handsome display card printed in colors and a rack for holding advertising folders which we furnish.

It takes but little floor space and will add to the appearance of your store as well as save time in showing and selling wringers.

Your White Mop Wringers displayed like this are sure to become one of your best selling and most profitable items.

Write for illustrated folder No. 5 on White Mop Wringers and we'll tell you how to get this salesman FREE.

White Mop Wringer Co.
Fultonville, N. Y.

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HERE →

Is a Brand New Selling Help

Three R. Murphy

STAY SHARP

Kitchen Knives

In a Handsome and Handy Wall Case



Black Imitation Leather—to match Rubberoid Handles.

All ready to hang **on the Kitchen wall!**

A CERTAIN TRADE WINNER

Every housewife will appreciate **at sight** what a BIG DOLLAR'S WORTH this splendid Case of good Knives surely is!

R·MURPHY STAY SHARP KNIVES
MADE SHARP AND STAY SHARP
Our New Trade Mark

"The Standard of Enduring Quality for 72 Years."

Write Dept. H 5

ROBERT MURPHY'S SONS CO.
Ayer, Mass.

HIGH CLASS

Pocket Cutlery

There is a difference in Cutlery, as well as any other commodity.

That is why we consider "**Quality**" the most important in the manufacture of our product.

Blades hardened in Coke, **tempered** on copper **plate**, and **ground by hand.**

Built and inspected by those skilled in the trade, eliminating danger of a product contrary to the standard set.

HONK FALLS KNIFE CO., Inc.
NAPANOCH, N. Y.

The Ontario Knife Company, Franklinvilie, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

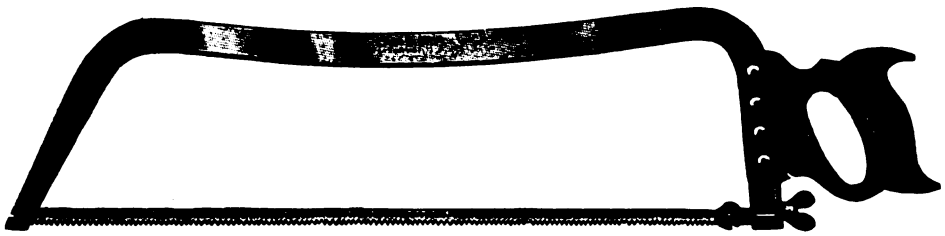
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HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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The Latest CHATILLON Achievement—

PACIFIC COAST BUTCHER SAW

After a long series of experiments, we are now ready to furnish the perfected Chatillon Butcher Saw (Pacific Coast Pattern). As its name indicates, this new saw is designed specifically for use on the Coast, embodying all the features that are there demanded.

Made in various standard lengths to suit individual preferences. Blades are of various widths; the standard ½-inch blade furnished when no preference is stated.

Dealers will recognize the possibility of good sales with this new saw. It is the latest offering of a concern with a record of over fifty years' satisfactory service to the trade, and it carries with it the potentiality of an unexcelled reputation for the production of quality products.

Ask your jobber for full information and prices

JOHN CHATILLON & SONS

ESTABLISHED 1835

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Tannery at Michigan City, Ind.



"Red-E-For-Use"

RAZOR STROPS

Prices Guaranteed against decline to date of shipment. We have reduced our line to the very best numbers in each price. We manufacture them in large lots for stock. We can deliver the goods promptly. Write for selected standardized list and short line Quality samples.

GIBFORD MFG. CO. (not Inc.)

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"HEXALL" Socket Wrenches

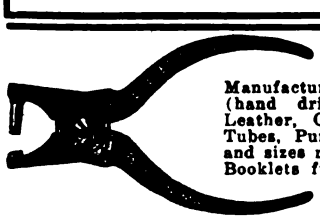
"BABY" Hammerless Revolvers

R. F. SEDGLEY, Inc. *Est. 1897*

2311-13-15 North 16th St., Phila., Pa.

Pacific Coast Representatives:

McDONALD & LINFORTH - - San Francisco, Cal.



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

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No. 1045 — 5-Inch Hunting Knife



GENUINE STAG HANDLE
FORGED BLADE

A Practical Hunting Knife—Heavy Blade, Leather Sheath

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Factory: Shelburne Falls, Mass.

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"You see them everywhere"

Nitrogon Incandescent Lamps

TUNGSTENS — NITROGENS — ALL TYPES

Attractive Electrical Display Rack for your window or counter now ready for delivery

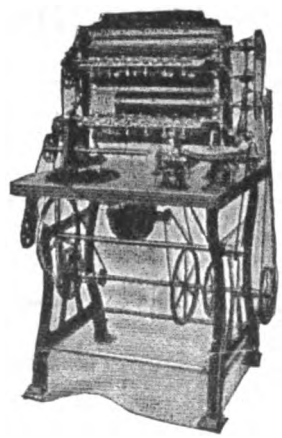
ASK YOUR DISTRIBUTOR

MR. DEALER: There is a jobber distributing NITROGON lamps in every principal city.

NITROGON ELECTRIC CO. - Factory, Newark, N. J.

LLOYD SALES AGENCY, Furniture Exchange Building, San Francisco, Pacific Coast Sales Representatives

AWFUL—AWFUL—AWFUL —The Criminal Waste



There are said to be over three hundred manufacturers of safety razor blades in the various civilized countries of the globe. The Gillette Company reports having sold, during 1921 — 285,359,160 safety razor blades. Now if this Company can sell this stupendous amount of blades and the other three hundred manufacturers all make a living besides—isn't it shameful to contemplate the horrible waste of good money?

Blades used once to a few times and then thrown away, simply because the edge is dulled. OPPORTUNITY? No end to the opportunity to get blades to sharpen. The HATFIELD MACHINES WILL DO WONDERFUL WORK—MAKES 'EM LIKE NEW. Write for booklet.

HYFIELD MFG. CO.
292 CHURCH STREET, NEW YORK CITY

AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"
WITH YOU AND YOUR CUSTOMERS
STAND FOR
QUALITY and DURABILITY

AMERICAN SEAL PAINT — MANUFACTURED BY — PLURIBUS UNUM — William Connors — TRADE MARK — TROY PAINT AND COLOR WORKS TROY, N.Y. — ANY DESIRED SHADE OR COLOR

WRITE US FOR DEALER'S PROPOSITION
MANUFACTURED BY
The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1921

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A Summer Display That Means More Sales



WITT

Corrugated Garbage Cans and Pails



Sub-stantial

Sanitary

Safe

A display of Witt Corrugated Garbage Cans and Pails in your store will keep the sales sheet up to par these summer months. The shining appearance of their heavily galvanized surface catches the eye—their attractive yellow label represents Quality to the buyer.

The store that displays the Witt line has the distinction of selling an established and predominant brand. Display Witt Cans and Pails and put Prosperity on your sales ledger.

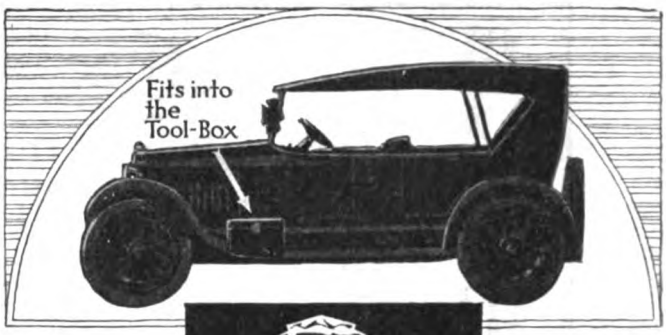
FOR SALE ON THE PACIFIC COAST BY:

Baker, Hamilton and Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
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THE WITT CORNICE CO.

Cincinnati, Ohio, U. S. A.

Also makers of the lighter weight Brighton line of Cans and Pails. Write for quotations.







Ask your Jobber. He will tell you all about the good little "Scout"

DIETZ "SCOUT" LANTERN *for* Sportsmen *and* Campers

MOTORISTS have been quick to see the advantages of the little "Scout" Lantern for use on Summer camping, fishing or hunting trips and as a trouble lamp for all emergencies.

Dietz "Scout" Lantern is now selling fast as a Sporting Goods and Motor Accessories item. Here is a new field, adding fine retail profit possibilities to those already demonstrated in sales to juveniles and to hikers of all ages.



R. E. DIETZ COMPANY

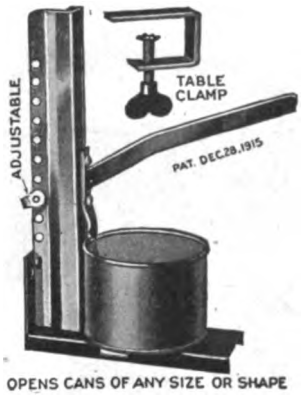
New York

Largest Makers of Lanterns in the World

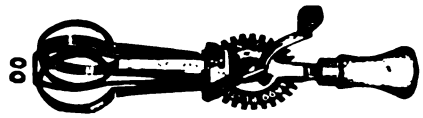
Founded 1840

Your Jobber Stocks Dietz Lanterns

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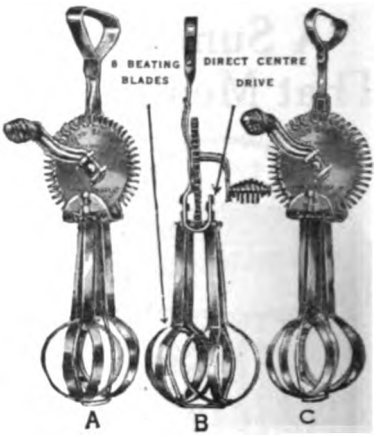


OPENS CANS OF ANY SIZE OR SHAPE



Quality Quivers ,Quakes, Quacks

It DOES, INDEED: always has and always will. That is EGG BEATER PHILOSOPHY for you. It illumines trade with the radiancy of DECENCY, CONFIDENCE, DEPENDABILITY. It ties customers to a **particular** article: to a **particular** store. QUALITY created LADD ALL-STEEL BEATERS: (3 sizes) it has recently inspired



New Ladd Beater No. 00

now going into every nook and corner of the country. HAVE YOU ORDERED YOURS?


Ladd Mixer-Churns

LADD BEATERS—Four styles for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.
SATURN REELS—Two finishes, 40-ft. cord.
SATURN CAN OPENER—Safety, Stationary.
CAN OPENERS—Five usual varieties.
RAZOR PARING KNIFE. NUT CRACKERS.

JOBBERS the world over and US



Saturn Clothes-Line Reels

UNITED ROYALTIES CORPORATION, 1133 Broadway, New York

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City, Utah; Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.; Strimple & Cox, Corbett Bldg., Portland, Ore.



Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 130

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

We also carry a large line of COAL RANGES

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of GAS RANGES

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Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Greater Value for Your Customer's Dollar



More Profit for You

The Monarch dealer gives his customer the best range possible to build.

Yet he sells it at a fair price and makes a generous profit.

He sells more ranges because the Monarch's value is so easy to see.

And his future is secure because the Monarch gives continued satisfaction through long years of service.

If YOU want a larger, more profitable range business, send for our catalog and prices.

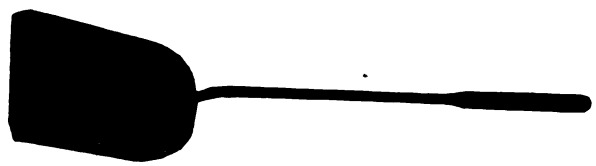
MALLEABLE IRON RANGE CO.

Also makers of Paramount "Two-Oven" Gas and Coal Combinations

BEAVER DAM, ... WISCONSIN

"It Was New Last Year But It Is the Standard Fire Shovel Now"

The "NEVERBREAK"



The extraordinary merit of the "NEVERBREAK" Fire Shovel made it in one year the recognized leader of all Fire Shovels.

This Solid Forged Steel Shovel quickly convinced the Public that it was a money-saver, and its steadily increasing sale proves that there is always a market for an article that gives complete satisfaction.

Made with Handles 10, 16 and 20 inches long. Blade on all sizes 5½x8 inches.

Every purchaser of a "NEVERBREAK" is a salesman for your Store.

Can be secured at all leading Jobbers, or write us direct for prices.

MADE ONLY BY

THE UNION FORK & HOE CO. - Columbus, Ohio

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The Aladdin of Sign Lamps

The Hygrade blue glass sign lamp makes a new sign of an old one.

It transforms the yellowish glow of the ordinary sign lamp into an irresistible blaze of **white light.**

By close spacing, it gives a brilliancy equal to that of large gas-filled lamps combined with a much higher degree of ruggedness.

It lives a very long life, undisturbed by the turbulence of rain, cold, heat and storm.



Coiled filament.
Sturdy construction.

Can be used with trough letters designed for 10 watt lamps.

HYGRADE LAMP CO., SALEM, MASS. OMER COX, *Pacific Coast Representative* Atlas Building, San Francisco, Cal.

WESTERN DISTRIBUTORS

Capital Electric Co., Denver, Colo. | The Beebe Co., Portland, Ore. | Union Hardware & Metal Co., Los Angeles, Cal. | Baker, Hamilton & Pacific Co., San Francisco, Cal.

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Manufacturers of the Celebrated Lines of

Agate (*Nickel Steel*) *Ware*

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York Chicago Boston San Francisco

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STIMPSON
HARDWARE SCALE

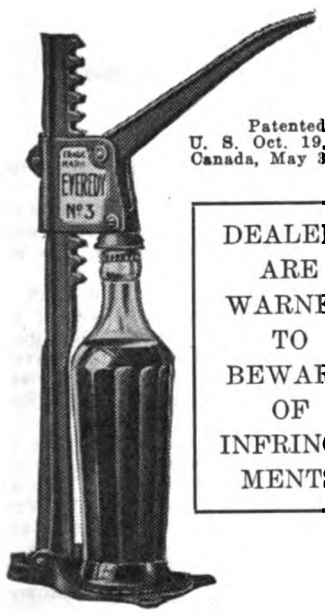
— merely place goods on platform and correct weight and value are given instantly — automatically.

Both wire rack extensions fold back into base when not in use, without adjustment of balance



Write for full particulars

Stimpson Computing Scale Co.
INCORPORATED
LOUISVILLE · · KENTUCKY



Patented
U. S. Oct. 19, 1920
Canada, May 3, 1921

DEALERS ARE WARNED TO BEWARE OF INFRINGEMENTS

Furnished with rubber-cushioned base, as shown, or with 10" hardwood base.

Pacific Coast Representative
E. B. HAPPOLDT,
461 Market Street, San Francisco

THE
TRADE **EVEREDY** MARK
Bottle Capper No. 3 for Home Use

Warranted Unbreakable
Made entirely of Malleable Iron and Steel

There is no set limit to the amount of Capping that can be done with an Everedy.

The speed and skill with which it is operated numbers the amount of bottles than can be capped.

And all bottles are sealed absolutely air-tight.

The pressed steel capping head with reinforcing flange assures this.

Packed in individual cartons, half dozen to shipping carton, weighing 23 lbs. See your Jobber.

Manufactured by
The Everedy Bottle Capper Co.
Frederick, Maryland

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ORDER FROM YOUR NEAREST JOBBER

The
OLD RELIABLE
Lines of

American Enameled Ware

—

Marble
(Blue and White)

Swedish
(Mottled Veined)

White and White

—

Sold by all the leading house furnishing and hardware houses

—

30 years of unfailing service and satisfaction

—

THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio covering 15 acres of floor space

REAL SOLID

The Mark ALUMINUM **of Quality**

99% Pure Aluminum



No. 16 B



No. 0203

Mr. Dealer:

Why not order "REAL SOLID" Aluminum Cooking Utensils now?

During this period of fluctuating prices the dealer who is in a position to furnish Quality goods at the Right Price is the one who will profit.

There is an absolute guarantee back of every utensil we sell (our utensils will not rust, chip or corrode). We can give this guarantee because we know that each and every piece is made the "REAL SOLID" way. Quality is a paramount feature of the "REAL SOLID" line.

Above are shown two distinctive new designs—there are many more shown in our NEW CATALOG, just off the press. We are also issuing REVISED PRICE LIST. Write today for your copy of this up-to-date catalog and price list—do not wait until tomorrow.

"REAL SOLID" has the Quality and the Price is Right—this means satisfied customers and repeat orders for you.

The Buckeye Aluminum Company

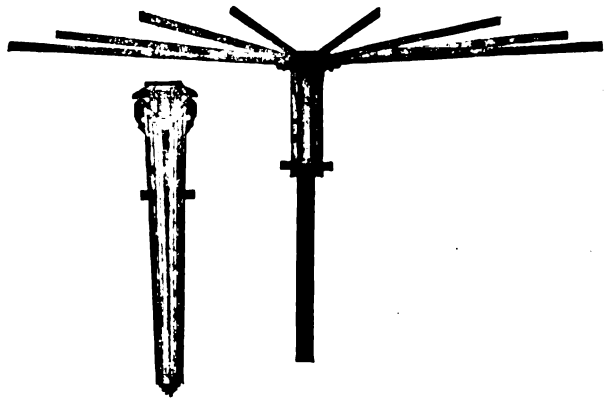
WOOSTER, OHIO

MANUFACTURERS OF
"REAL SOLID" Aluminum Cooking Utensils

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The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

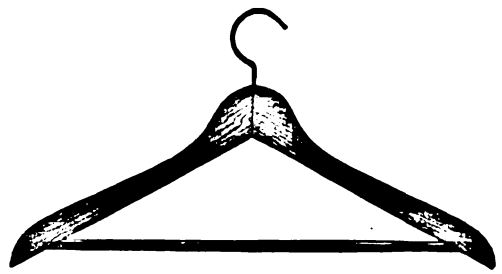
MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
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56 East Randolph St.,
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R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

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Some High Grade Standard
Rubber Tips and Bumpers



That ought to be in your stock

Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.

THE ELASTIC TIP COMPANY

370 Atlantic Avenue

Boston, Mass. - U. S. A.

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1847 ROGERS BROS.

SILVERPLATE



Draw the woman customer to your store by means of your silverware department. You will find an especially attractive feature in the Anniversary Set of 26 pieces of 1847 Rogers Bros. Silverplate; this sells for the price of the silverplate alone—no charge for the chest.

Ask your jobber or write Sales Promotion Department, International Silver Co., Meriden, Conn., for advertising and display helps.

Pacific Coast Warerooms:
150 Post Street, San Francisco, Cal.

INTERNATIONAL SILVER CO.

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AMERICAN MAID
Aluminum Ware

The Good Popular-Priced Line • *Sells for Less*

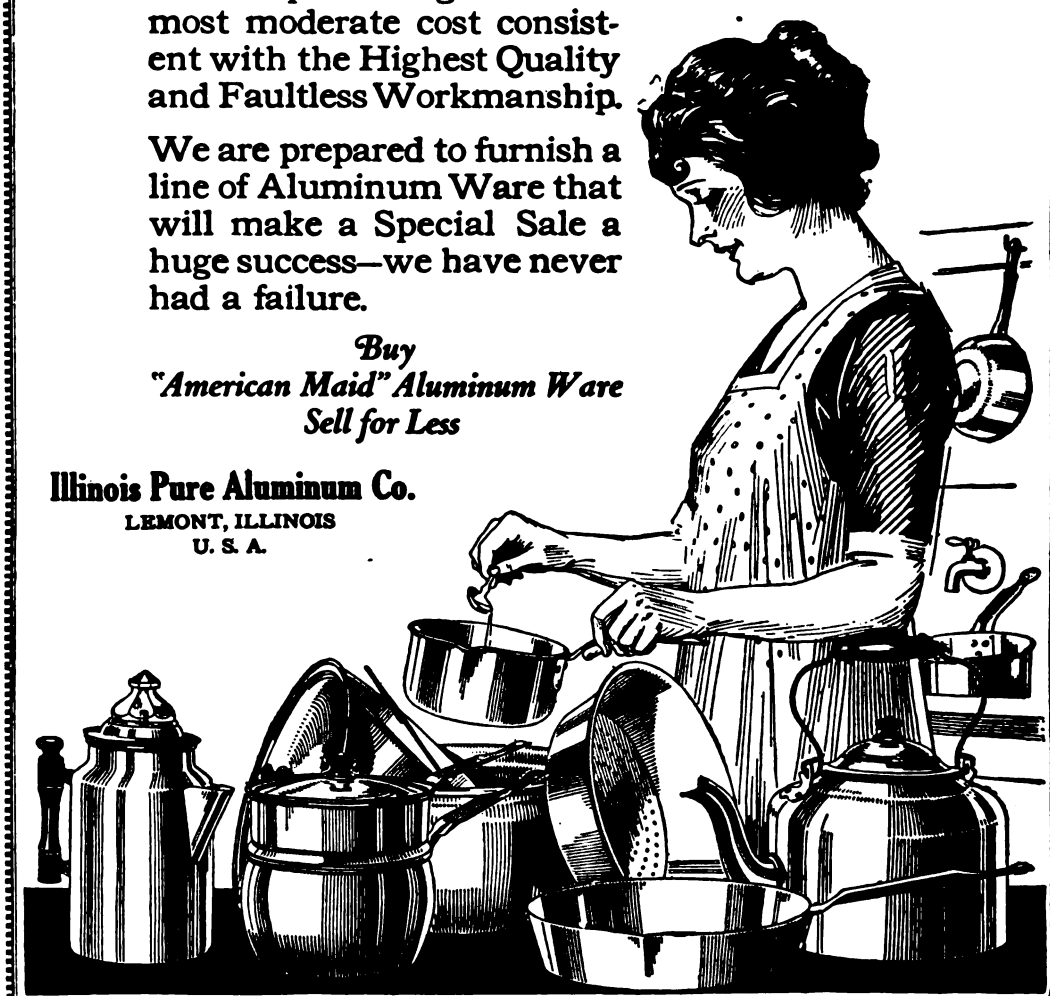
Our intention is to make "AMERICAN MAID" even GREATER value and a BETTER ware than it has ever been and still Sell for Less.

Every effort is being directed toward producing it at the most moderate cost consistent with the Highest Quality and Faultless Workmanship.

We are prepared to furnish a line of Aluminum Ware that will make a Special Sale a huge success—we have never had a failure.

Buy
"American Maid" Aluminum Ware
Sell for Less

Illinois Pure Aluminum Co.
LEMONT, ILLINOIS
U. S. A.



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Hardware World

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Volume XVII JULY :: 1922 Number 7

WHERE ARE THE GOODS FORMERLY SOLD IN QUANTITY?

If your business years date back some twenty, twenty-five or thirty, you will recall that among the lines of merchandise advertised and sold in large quantities at that time were such as Pyle's Pearline, St. Jacobs Oil, Hostetters Bitters, Ayers Cherry Pectoral and a number of others.

But go into the stores which formerly handled these lines and ask a present-day clerk and he will confess his ignorance of them.

An "old time salesman" or the proprietor himself will recall that years ago they used to sell a "great quantity of that stuff"—that they were advertised very extensively and dealers sold it in keeping with the advertising.

Human nature is the same—whether it is a patent medicine, an equipment or accessory for the automobile, or merchandise or tools usually sold by the hardware, sporting goods and house furnishing dealers.

Manufacturers of the items thought their "prestige" and "name" were so well established that they "didn't have to advertise." They b o a s t e d they "didn't need to advertise any longer."

The result was that before they realized it their business was slipping, slipping, in fact it got on the toboggan to such an extent that it couldn't be brought back, with the amount that the young "business economists" who inherited the business, were willing to spend, and something similar soon had the eye and ear of the public.

It is far better for a manufacturer, a jobber, or a dealer, to keep before the buyers whom he wishes to handle, or use his products, far cheaper, requires less effort, to "keep everlastingly at it" as one of the advertising agents has put it, in fact that is the only way to build and hold a permanent business.

No manufacturer or dealer can afford to let up in his publicity efforts, for before he is aware of it, someone will slip in under his nose and displace his article or business. And when something else has taken its place, or some other manufacturer has a similar article, or some other dealer enters the field, it is too late then to begin again; at least he won't have the heart; he won't see the need of vigorous efforts, and before he does realize the seriousness of the situation he will be down and out.

The only way to succeed is to keep your name, your merchandise, your products, your services, constantly before the people to whom you wish to sell.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatman's Bank Building, Broadway and Olive, St. Louis | 421 First Nat. Bank Bldg., Chicago | 70 Fifth Ave., New York | Phelan Bldg., San Francisco | 105 S. Houston St., Dallas, Texas

388 Taylor St., Portland, Ore. | 502 Higgins Bldg., Los Angeles | 507 Pioneer Bldg., Seattle | 204 Scott Bldg., Salt Lake | 220 Pacific Bldg., Vancouver, B. C., Can.

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This is the Day of the "Gogetter"

ONE of the oldest members of a business Organization that in a recent letter to the editor said: "Back in 1919 and 1920 jobs ran around looking for us, and we sat down and waited for them. Today we have to go after them, and go damn hard. This is the Day of the Gogetter."

This Veteran, who has passed through more than one business crisis not unlike the present, has no illusions. He has no theories regarding the way to improve the situation. He speaks with the wisdom of experience, and we doubt not that were he in need of a job today he would go after it, and go just as "damn hard" as a man of eighty can go. He would be a "Gogetter" who would put to shame many a much younger man.

This is the day of the "Gogetter." It is the day of few jobs, of many seekers, and of comparatively few "Gogetters." Far too many have not yet recovered from the sitting and waiting days of two or three years ago. The man who would succeed today, whether in getting a job or getting business, must be a "Gogetter."

We do not say that there is a job or there is business for every man who might go after it, but we do say that neither job nor business is to be had without going after it, and going as hard as we know how. We do say that both jobs and business are to be had by going after them with such energy and persistence and capacity as the average man still possesses.

Business (and this includes jobs) for this year, and perhaps for several years to follow, is not going to be secured without fighting, fighting hard and fighting constantly. It will be got by the man who puts the most brains and the most persistence into his fighting.

The man who picks out the thing he knows he can do best and goes after that, is the man who is likely to be the shortest time out of work.

The salesman—who realizes that the object of salesmanship is to sell—must go out to sell, go harder than he ever went before, or the business to be had will be captured by some one more energetic and more resourceful.

From the head of any business organization down to its humblest personal unit, more work and harder work must be done to win success than most of us ever have experienced. There is not one of us who cannot go after work and after business if we will but set ourselves manfully to the task; and the more of us who become real live "Gogetters" the more jobs we shall find and the more business we shall secure.

It is a time that calls for the best that is in us; a game that enlists all the sportsmanship in our natures; a time when, "Up, lads, and at it," is the only appropriate slogan. It is the day of the "Gogetter" and the more of us who go and the harder we go, the greater will be the getting.

It is the day when the man who has a job or who has some business will work harder than ever to hold that job and to hold that business.

Sitting and waiting either for a job or for business to come to us is tacit acknowledgment that we are licked.

INCREASING YOUR PERSONAL EFFICIENCY

Character is the biggest asset which any man can possess. A great thinker once said that "There are no pockets in a shroud." Character is made up of the warp and woof of the soul itself.

We take it with us when we go into Eternity; our money, our lands, our business, our social position we leave behind. And yet how many give life and opportunity for that which cannot remain. Character is the backbone of happiness, of life satisfactions, of business success, and of ultimate reward.

The man with character plus a reasonable amount of initiative will never have any trouble getting financial backing adequate for his needs and abilities. Character, be it remembered, is what we really are, while reputation is what people think we are. Only the individual who is genuine through and through possesses character. Only a man whose word is as good as his bond, whose integrity is unpurchasable, and whose honor is beyond reproach, can qualify for a passing mark in the 100 per cent character class.

Character includes what we are at home and at business; what we are to our inferiors and to our superiors; what we do in the face of temptation and adversity and success. Success often tries a man's character more than adversity. Character tells people how much they can trust us and how far.

Therefore, consider that time and effort spent in the building up of character, in the cutting out of weakening habits, in the establishment of a worthy routine of life—is worth all it costs.

Character will give the public confidence in you. It will give you confidence in yourself. It will give you courage to do, and to hope, and to smile, and to achieve. The strong character is never a grouch because life for that individual holds so much of joy and victory. Cultivate character and you will have riches beyond the price of rubies.

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WANTED — JURIES AND JUDGES WHO WILL PUNISH CRIMINALS

Tenderness with criminals amounts to foolish trifling with the security of honest men and women, who have a right to sweet sleep of nights without locking the front door. If somebody attacked your daughter, would it do you much good to know that it was a criminal who had been pardoned through the efforts of some sentimental persons to cure his perversity by kindness?

Crime is a thing to be fought, and fought hard. It does not arise out of evil social conditions — it is a personal thing, residing in a darkened heart with a weakened sense of individual responsibility.

It is not always but usually quite cowardly, and being devoted to no particular lofty object that stimulates to self-sacrifice, it can often be frightened from its purpose by severity of punishment. There has been so much weeping over criminals of late, so much more compassion for crooks than solicitude for honest men and honest men's homes, that we seem to need a general toning up on the subject.

Men are not, however, put in prison to reform them, in spite of the rainbow visious of the sentimentalists. Reformation is the business of the churches and the ministers of religion, and of the agencies and organizations built up under their encouragement to help incline men's hearts to an observance of the Golden Rule.

If a prison sometimes reforms a man, we are that much better off, and everybody, including the man himself, should feel happy over it. But we do not think it often does, although it may make the criminal quit his crime; the theory that reform is the object of jails merely tends to cause helpless confusion about penology, which has become so tearfully and lyrically compassionate that people seem to be forgetting how to defend society against its enemies.

Men are sent to jail to frighten other men. There is a certain percentage of humanity that will not refrain from crime unless it is afraid. That is not nice, but it is the cold, mean truth.

To treat jails as reformatories is to forget and help defeat their main and their necessary object. With bands, concerts, ball games, moving pictures, appearances of operatic stars and a dozen other manifestations of misdirected mercy, some of them have been made so comfortable and such desirable places of residence that a prisoner in Sing Sing whose term expired recently refused to leave. It is a curious reversal of the effect desired, which should be to make men wish to keep out of jail, or sorry they went there.

This is not to say that punishment should be excessive and inhuman; although criminal methods know no compassion. But it should at least be deterrent. Jail should be a very uncomfortable place; if possible a place of sorrow, for without that there is not much repentance that is genuine. As for the belief that severity of punishment does not decrease crime, it is belied by today's experience. Put a Judge on the bench who believes in punishing crime and see how quickly it will stop.

LITTLE THINGS THAT TELL

We all know the story about the leak in the dike; about the boy who saved Holland from inundation by stopping the small leak in the dike with his tiny finger.

We all know how the battle was lost for the want of a horseshoe nail. Abraham Lincoln became President of the United States because he could throw an ancient bird-house a few feet further than a man whom he afterward refused to oppose as a candidate for election to the United States Congress.

Napoleon lost the battle of Waterloo because he ate boiled onions. There are dozens of other chronicles of how things insignificant in themselves have had tremendous influence.

Here is the story of a requisition from Pershing's army while somewhere in France, for canary birds and white mice. The commissary agents to whom this request was referred, returned it to the intelligence office with a request that it be decoded, but it was not in code. Canary birds and white mice were really needed, not for pets and mascots for our boys, as it was thought, but because these little birds and mice are very sensitive to the effects of gas. By distributing them in the trenches, soldiers were forewarned of the presence of gases, and were thus able to protect themselves by putting on their gas helmets. Hard on the canary birds and the mice, to be sure, but these insignificant creatures saved thousands of lives daily.

"Little Things" That Are Wasted in Your Store or Office

One might go on recounting incidents of this sort almost without number. It is the little things that do count. It is the little things that we do or do not do that determine the degree of our success and our failures. Take care of the little things and the big ones will take care of themselves. Make it a rule to slight no little things, and you have formed a habit that will enable you to take care of the big things when they come up.

Not everyone plans to become a President, as did Lincoln, or a great General, as did Napoleon, but all of us want to succeed. Think over what you did yesterday and what you are doing today. If your acts indicate that you are anxious for success, accept our congratulations. If they do not—draw your own conclusions.

If we only followed the pathway that we point out for others we would soon find ourselves in the uplands of perfection.

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THRIFT AND TAXES

There is fascinating reading, for anyone who is willing to think while he reads, in a recently published report on American incomes. It tells where they come from, who gets them, and how they are spent. If one will read between the lines, it will also tell why we are suffering from a business depression and when the depression will end, besides a lot of other things we need to know about our business life.

The total national income in 1918 was 60 billion dollars. This was divided as follows: To people having incomes of $20,000 or more, 5 billion dollars or 8 per cent of the total; to people having incomes between $3,000 and $20,000, 12 billions or 30 per cent of the total; and to people having incomes of less than $3,000, 43 billions or 72 per cent of the total.

Where did this money go? If the 22½ million families in the country spent an average of $2,000 a year for living expenses, that would account for 45 billions of the total 60 billions. Federal taxes took 4 billions and state and local taxes 3 billions. Total, 52 billions. This left 8 billions to provide for new construction. The experience of the past demonstrates that we ought to spend from 15 to 20 per cent of our national income on new construction—on new homes, additions to factories, irrigation enterprises, railroad facilities—the things that increase production per man and thereby make life easier for everybody.

But 15 per cent of 60 billions is 9 billions, and 20 per cent is 12 billions; and in 1918 we had only 8 billions for these purposes—in other words, we were anywhere from 1 to 4 billions short of the amount needed to make production expand. But that was true not only in 1918; it was equally true in 1917, 1919, and 1920. For five years we have not been adding to our productive capital.

Where are we going to get those productive billions? Clearly, they can be got in only two ways: (1) by accumulating savings, and (2) by eliminating waste.

Experience has demonstrated that the only class of people who save effectively are the rich. They are rich not merely because they get more than other people, but also because they spend very much less than they get.

A man died in California not long ago who had taken 14 million dollars out of one gold mine, and he died a pauper because he had squandered it as he took it out. But if a man puts back most of what he gets into factories and mines and railroads, we say he is rich, though a better way of saying it is to say that he is a highly paid custodian of public savings who directs into new production that which benefits us all. What he personally gets out of it, in the form of luxurious living, is a very cheap price we pay for keeping thousands of men profitably employed and for providing a cheap means of locomotion for the world.

We shall have to maintain these human reservoirs of capital. They are our best savings banks, because the money they accumulate goes back into intelligently managed enterprises of production that benefit all of us.

If we tax them too highly, we may somewhat curtail the luxuries they enjoy, but in doing so we shall by ten times as much curtail our own opportunities to enjoy the fruits of the productive machinery which they keep going.

Congress, even now, after three years of study, proposes to tax these men of wealth as high as 42 per cent of their incomes. It is a short-sighted proposal, because such a tax is a tax on the part of our national income that goes, not into personal luxury, but into the machinery of production.

OURS THE ONLY FOREIGN VALUATION COUNTRY

We know of no wholly independent foreign nation whose basis for the assessment of duty is the foreign value. In England the basis is the value laid down in that country, freight and insurance paid. In Australia the valuation basis cannot be less than that of the value of the comparable domestic article and the same is true of Belgium. In Germany, France and most other countries the duties are mostly specific. The United States alone has clung to the antiquated, cumbersome, costly and unscientific foreign valuation basis. We started out right, but probably through the machinations of foreign shippers and domestic importers, who realized that they would profit thereby, we were early induced to change to foreign valuation.

Many years ago the mistake was discovered by the discerning ones and attempts were made to change to a more economic basis. The Tariff Act of March 2, 1833, restored American valuation to be effective "from and after" June 30, 1842. Just think of postponing the operation of a law for nine years! It is quite probable that English manufacturers, American importers and customs brokers were as active, proportionately, in opposition to American valuation then as they are now.

Hence the postponement. Perhaps they had some "blackboard experts" in those days as well as now. Perhaps they had officers on the government payroll who were taking orders from importers then as now.

It is about time to listen to the pleas of the productive interests of the country, rather than to the pleas of the plotters, and to the Iscariots who are willing to betray for a few pieces of silver, rather than to the pleas of the agents of foreign manufacturers and the heads of department stores. It is time to listen to the men who constitute the body and backbone of the real wealth of the country, the producers.

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What Makes a Business Grow

Actual Experiences That Have Made Successes or Failures and From Which You Can Profit

THE reason why golf is so popular is because it takes a man out into the countryside and gives a different perspective than he gets when he watches the cash register all day.

It does him good to get away from business for a day, because he learns more about it when he is away. And getting the outside perspective and learning more about it enables one to make a business grow.

Often the man who pauses in front of your window can come in and give you a few pointers about your own business! That's because he is the fellow who does the buying. In other words, he is symbolical of the outside perspective.

We were discussing these things the other day with a successful merchant—who, incidentally, plays golf. "Two things make a business grow," he said; "one is the outside view, and the other is sensible merchandising. The one comes from playing golf; the other is acquired.

"Whichever way you look at it the successful merchant is the one who thinks all around his business, and then puts his thoughts to work. The great big merchants whose names are synonomous with retail selling were men who found out and then applied the principles of sensible merchandising."

Always a Reason for Growth

Big stores are now established facts. To the younger fellows they just grew and that's why they are here. But there was a beginning some time and somewhere.

Their growth was continuous and consistent and always due to the same general principles. It wasn't luck, because no business gets very far that depends on the element of chance. It wasn't location, because business centers shift with time and, what was a good location twenty years ago, may be the tail end of Main Street today.

Business growth is largely a matter of method. No two methods are exactly alike in application, although the principle is usually the same. For that reason the incidents which follow ought to interest everyone in business, especially hardware. They are taken from actual experiences of concerns who have grown from year to year and show how constant study and the frequent application of new and timely methods bring success.

Winning Out Against Competition

Two hardware and electrical goods dealers were, by reason of location, in very close competition. George H. Rausch ran superlative selling campaigns, announcing spectacular price reductions across huge banners and featuring, as inventory stock, specially bought goods for the occasion. Under the influence of this kind of advertising people literally flocked to his store.

The other dealer, Landis & Son, for a while pursued the same methods of getting business until a business acquaintance whose store had been built up on a more solid basis advised an entirely new set of tactics.

The result of his advice was that Landis pulled down the glaring banners and distress signals and gave more attention to the inside of his business. The circular and newspaper advertising of which he had done considerable was changed so as to convey the idea of permanency rather than the idea of constantly "selling out" under forced circumstances.

Inside the store the stock was rearranged carefully and systematically; a bookkeeping system was installed, and the whole business more or less reorganized. The results were gratifying. This was what happened:

Importance of Really Knowing What You Do

At the end of a busy day when counters and shelves were disarranged Landis could tell the amount of stock on hand of any particular article. His new records told at a glance what would take Rausch an inventory of stock to find out. He could tell the total amount of sales during the day; gross profits, and any losses due to special reductions; which stocks needed replenishing and, which was also very important, which line of goods moved fastest.

In fact he was able to keep in such close contact with all the details of his business that he knew just how low he could price an article without losing money on it.

On the other hand George H. Rausch was following suicidal methods that gave reality to his "closing out" statements. Arbitrary reductions were made in the hope of driving out the other fellow, and all the time he never knew where he was making money or losing it. Until—

This part of the story is familiar to most merchants and hardly needs repeating. Suffice it to say that Rausch soon went out of business in spite of the crowds. His credit was cut short, while Landis still enjoyed the confidence of his jobbers. His credit was gone at the bank while Landis still stood in good grace.

This incident should furnish profitable advice to every merchant. Landis' ability to prepare on short notice a complete financial state-

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ment on his business and his systematic bookkeeping methods secured for him credit at both the bank and his jobbers. The history of practically every business that has grown is evidence of the value of knowing all about it without having to resort to guesswork.

Increasing Sales and Profits by Rearranging Stocks

A hardware and housefurnishings store of good size had been featuring the aluminum ware nearest the entrance. In spite of the convenience which it proved to customers who came in to purchase that and nothing else it was the best selling line in the house.

The electric irons, fans and other electrical goods were featured in the rear of the store because there was the least call for them. Consequently the owner of the store paid less attention to them than he did the aluminum. His policy was to let the receipts and profits from one department counterbalance the lack of receipts and profits from another.

A salesman representing one of his jobbers persuaded him to make a check-up on this system with results that proved a revelation. Receipts on the aluminum ware were naturally larger but profits were small because of the special prices attached to the different articles. On the other hand receipts from the electrical goods were small but the profits were always big.

The dealer discovered that the gross profits on the electrical goods were more than on the aluminum ware. The information led to a rearrangement of the store. Fast-selling goods were moved to less conspicuous places and the slow-moving goods nearer to the front, where people could see them.

The psychology of this was that customers who came in for pots and pans and nothing else had to pass by the electric irons and fans to get to the aluminum department and very often bought articles they had not at first thought of buying.

The average customer sees less than one per cent of the articles on display in stores. Many of these articles would be noticed and bought if they are so placed that customers have to pass by them to get to such articles as are in constant demand and they come in to buy.

DAILY CASH SALES

DATE February 2 1922

HARDWARE		GLASS & CHINAWARE		ELECTRICAL GDS		ALUMINUM		HOUSEFURNISHINGS		PAINTS		TOTAL DEPT.	CASH SALES	REMARKS
NO.	PR.	NO.	PR.	NO.	PR.	NO	PR.	NO.	PR	NO	PR.			
N 32	16	84	1.76	1231	6.00	P 12	.29	W 37½	1.45	—	.65	1	7.49	Weather: Rainy
136	1 25	73	.56	1462	.55	18	.65	490	1.60	—	1.30	2	5.59	
137	98	195	.82	8)	1.25	172	1.75	081	.95	—	.40	3	8.05	
H 19	.50	75 169	2.70	35	.25	36	38	62	.48	—	.80	4	6.43	
0471	.10	09	75		8.05	P 71	.49	731	3.00	—	.35	5	21.73	
163	2 18		5.59			P 71	.49	74	1 21		3.50	6	3.50	
132	1 30					19	.65	C 199	13.00					
N 32	16					20	⊕ 184		21 73				52.89	
71	.86						653							
	7 49													

Return
1 pot P11 @ 49

DAILY CHARGE SALES

												TOTAL DEPT	CHGE SALES
122	1 30	78 169	2.43	—	—	P 71	49	W 71	9.65			1	3 93
131	2 63					18	.65	W 14	1 15			2	1 20
	3 93					20	⊕ 2 76		10 80			3	
							3 90					4	3 90
												5	10 80
												6	
													20 13
												TOTAL	SALES TODAY
													$73 72

Here is a simple form used by Landis & Son for keeping daily records of cash and charge sales. The various departments are classified and the information listed under each classification is gathered from the sales slips at the end of the day. (Price tags will do as well where sales slips are not used.)

Each class of merchandise is numbered and listed as sold, and at the end of each week a summary is made in a large book in which a page is devoted to each numbered article. The same page contains a record of receipts of each article of merchandise, so it is possible by referring to the book to see the amount on hand of any article.

The form illustrated is simple and can be duplicated by any merchant. Its principal advantages are that it shows the standing of each department and serves for comparison with business done on corresponding days, weeks and months. It also facilitates a perpetual inventory, which is the average merchant's weakest point.

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Using the Window to Sell Seasonable Goods

One store in Baltimore succeeded in attracting large crowds by making greater use of the windows. Previous to this there was nothing about the windows to get any attention from the thousands of people who passed the store each day. Yet strange enough the proprietor had given more attention to advertising in the newspapers.

The one newspaper in which his advertising appeared cost him $112 for each insertion. Yet the circulation of this paper was not more than twice the circulation provided by the windows, and certainly not half as effective.

Following this line of thought we are tempted to ask: "How many people see the carefully prepared advertising in the newspaper? How many would see his window display if laid out with the same careful preparation and expense?"

This merchant thought these things out for himself. Engaging a window trimmer he staged some really effective displays. The windows were changed each week, giving them a touch of novelty as well as "pulling power."

One of the displays during the summer months was made up entirely of fans. The background was what really got the public's attention. This was a scenic painting of Honolulu with groups of bathers enjoying themselves along Wakiki Beach. The coolness of the ocean breezes, aided by the breakers, was enlivened by five or six electric fans blowing streamers of red and gold across each window. Suitable cards and posters helped to carry out the thought and many sales resulted.

More recently the display consisted of a painted background of the far North with a log cabin set snugly in the midst of tall, snow covered pine trees. The thin stream of smoke rising straight to the clouds suggested the extreme cold of the North.

The practical display consisted of electric heaters in the various styles with a sprinkling of other electrical goods such as irons, pads, toasters, etc. The heaters were of course in actual operation and the glow from their coils was almost enough attraction in itself. A more homelike atmosphere was added by several well-stuffed cats (imitation of course) lying on the floor around the heaters. This particular display although simple in arrangement succeeded in getting the store a lot of valuable publicity.

Turning a Store's Defect to Advantage

One more incident, in which a dealer turned an apparent disadvantage into an advantage, shows how new ideas bring success.

The flooring of a hardware and housefurnishings store was laid out in a peculiar way, owing probably to an uneven foundation when the store was built. In the rear about one-quarter of the flooring was elevated about ten inches making a sort of platform without any apparent usefulness.

The dealer had erected a partition along the edge of the platform behind which was housed a small office and some of the surplus stock. The total depth of the store was 85 feet, so that the raised part shortened the store to a considerable extent.

Where Dealers in Small Towns Can Benefit

An idea used by many of the larger stores, but seldom by the small specialty stores, served for inspiration to this dealer. Tearing down the partition he eliminated the office and concentrated the stock into smaller space. In the space remaining he erected two small rooms, perfect reproductions of the kitchen and laundry found in the modern, well laid out home. The walls were papered and had real windows overlooking a painted scene of the average back yard. These windows were hung with curtains of scrim and green shades. What furniture was not carried in stock was purchased or borrowed for the display.

All the articles were grouped about in orderly arrangement and in such a way as to suggest the practical use of everything. In the kitchen a time saving cabinet was well stocked with everything used in a kitchen. In the laundry a washing machine, folding ironing board, electrical iron and other accessories were also displayed to advantage.

A row of electric lights in the ceiling reflected down on the rooms, affording a very clear view of the display through the front store windows and especially to customers within the store. Needless to say the exhibit attracted considerable attention and resulted directly in the sale of many articles whose purpose was here suggested for the first time to many customers.

A firm of honest and unprejudiced auditors is now examining the finances—or what is left of the finances—of North Dakota, and is bringing to light some astounding information relative to North Dakota's experience in Nonpartisan League socialism.

Six years ago, before the Nonpartisan League got under way, North Dakota's bonded indebtedness was $200,000. The tentative estimate of the auditors now working is that North Dakota's present bonded indebtedness will approximate $8,000,000—with nothing to show for it except exploded economic theories. At the same time, taxes have increased 112%. Eighty-one banks have failed in North Dakota within the last seven months.

Did it ever occur to you when you can't make up your mind that maybe there isn't anything there to make up?

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Restoring Prosperity

Editor HARDWARE WORLD:

Years ago Emerson wrote:

"Wealth brings its own checks and balances. The basis of political economy is non-interference. The only safe rule is found in the self-adjusting meter of demand and supply. Do not legislate. Meddle, and you snap the sinews with your sumptuary laws. Give no bounties; make equal laws; secure life and property, and you need not give alms. Open the doors of opportunity to talent and virtue, and they will do themselves justice, and property will not be in bad hands."

We have wandered far from the road pointed out by him. We are trying to restore prosperity by legislation. Business is regulated off the map. Corporations are harassed by government agents of every kind and description. Methods of doing business are rendered difficult by reason of red tape. Special legislation is passed for the benefit of the thriftless at the expense of the thrifty. We are educating the race to depend upon the government to help it over the hard places in the road. Individual initiative and self-reliance are suppressed instead of being encouraged.

We are running into debt, under the mistaken idea that the vast sums raised by the nation and municipalities, largely wasted in overpay to public employes, is creating prosperity.

What We Should Do

If congressmen were statesmen, instead of time-serving politicians, ready at all times to sacrifice the public good for petty personal gains, prosperity could be restored to America. Congress should throw off its cowardice, quit bidding for votes of this group or that group, and legislate for all of the people. It should do the following things and do them immediately:

First. Repeal the Adamson Act. Get this hypocritical lying device of the devil off of the statute books. Purporting to create an eight-hour day, it was passed as a bribe for votes for the presidency. By its iniquitous provisions, formulated by the educated cunning of labor-unionism, railroad employes were enabled to collect more money for over-time and for services never rendered than for their regular hours of employment.

Under its provisions a class, derisively termed by experienced railroad men as "McAdoo mechanics," who were common laborers without skill or understanding, were created by the thousands by the mere stroke of the pen, and their compensation doubled and trebled. Four years after the war has ended these men are still drawing war wages. The result has been far-reaching and disastrous.

Second. Abolish the railroad labor board. It has been packed in the interests of labor ever since it was created. If, contrary to all economic laws, it is deemed necessary to fix the wages of railroad employes, give the power to do so to the interstate commerce commission, which fixes the compensation of the carriers. This commission fixes the burdens the public must pay for railroad service. Labor is the largest part of the expense of running railroads. The rate-fixing power should also be the wage-fixing power. They should be coordinate and work hand in hand. Far better, however, would it be for the government to take its hands off. and allow the roads, like all other employers, to negotiate their own wage scale.

Third. Repeal the La Follette shipping law. It is class legislation and, irrespective of supply and demand, makes the cost of running an American vessel twice as great as that of running an English or French vessel. Under our present shipping laws the American merchant marine will be driven from the seas, unless the government makes another great mistake, and takes from the taxpayers, already overburdened, enormous sums by way of shipping subsidies, to make up the deficit created by operating ships under the American laws. This deficit is largely created by paying all sorts of help on vessels, from captain down to steward boy, wages for which commensurate services are not rendered, and which the earning power of the vessels does not justify.

Fourth. Repeal all special legislation whereby the general public is penalized for any special class. Cut the expenses of running the government to the bone. Abolish all sinecures. Get back to the simplicity of our fathers who built up America. By these means taxes can be reduced and the millions now absorbed by the government could go into new enterprises.

Fifth. The House having passed it, the Senate should kick the infamous Bonus Bill into the waste basket; rebuke the McNiders, and other political walking delegates among the retired soldiers, as they should be rebuked. These men have threatened Congress with the same impudence, bravado and bluster used by Gompers and his associates when they won from a cowardly congress the passage of the Adamson Act. They offer the bad precedent of legislation under coercion. Their methods are no better than those of the thug who sandbags his victim and takes his belongings by force. In their case, the allied vote of the ex-service men is the sandbag. It should be the policy of this government to give ample care and protection to all who were disabled during the war, but let the able-bodied shift for themselves as the rest of the taxpayers are doing.

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Every man in congress knows in his soul that the Bonus Bill should not be passed. Cowardice, fear of the soldiers' vote, is all that moved congressmen in that direction. They are looking for votes. At first they heard only the voices of the bonus boosters, but the protests that are coming in to them against the Bonus Bill are so numerous, so insistent, so replete with sound economical good sense, so bristling with indignation, so threatening in their tone, that these same advocates of the bill are now scared stiff. They are verily between the devil and the deep blue sea, and they begin to realize that the sea is full of politician-eating sharks.

Statesmen with the welfare of the entire country at heart would do the things above outlined, but it can hardly be expected that politicians of a minor class, who now seem to be in the majority, in both the senate and the house, who have shown themselves utterly incompetent, utterly untrustworthy, utterly cowardly, will ever do anything which they should do.

The President has forced out of Congress all that is commendable in its actions, and has repressed many things which it would have done, which were fundamentally injurious to the country. The President needs plenty of backbone, such as Cleveland and the boisterous and explosive Roosevelt possessed. J. A. GRAVES.

WHAT AN EDITOR NEEDS

No matter what may be the purpose in publishing a magazine, the editor knows that he cannot attain that purpose without securing the interest of his readers. And he cannot know whether he is interesting his readers unless they let him hear from them.

The Scientific American puts it this way: "Editorial work, after all is said and done, is not a great deal different from running a store. It is the editor's part to size up his readers and determine what they want, following which he secures the right kind of material and presents it in the most attractive manner.

"Carrying our comparison just a point further, we cannot but feel that there is a great deal of wisdom in that store sign which says: 'If you don't see what you want, ask for it.' Why not use the same sign in editorial work? Much as we endeavor to keep in close touch with the wishes of our readers, there are times when even the closest contact fails to bring any request for very much desired information or editorial comment on some specific subject. Why not, then, 'ask for it?'"

No one could be more desirous of interesting and helping his readers than is the editor of the HARDWARE WORLD. We need the help of our readers more than we need anything else, and we shall be able to increase interest in the HARDWARE WORLD in proportion to the amount and variety of expressions of approval or disapproval we receive from our readers. "If you don't see what you want, ask for it."

HARDWARE TRADE NATURAL OUTLET FOR ELECTRICAL APPLIANCES

Editor HARDWARE WORLD:

We recently noticed several articles in your publication relative to electrical appliance manufacturers now turning to the hardware trade as distributors for their appliances.

As mentioned in one of your recent issues, the electrical manufacturer was right who said: "You can't make a silk purse out of a sow's ear," and you can't make a merchant out of a man who is accustomed to using his pliers and climbers as his principal stock in trade.

It is the old story of trying to make a merchant out of a blacksmith. All of these men have been trained along different lines. They have not thought in a merchant's terms of merchandise, but rather in terms of "union organization." Their daily wage seems far more important than anything else.

It's all very well for people that don't know any better, but it has been surprising that the electrical appliance manufacturers have not long ago realized that the hardware merchant is the natural distributor for their appliances.

As a matter of fact, more and more electrical manufacturers are turning to the hardware trade not only as a natural outlet but as the best possible outlet.

They realize that the hardware merchant, by reason of the character of his establishment, of the merchandise he carries, his facilities for displaying and going after trade, is really the natural outlet for all manner of electrical appliances.

We ourselves probably do more business in electrical appliances and equipment than the two exclusive electrical shops in our town put together, and we are only one of the hardware merchants in our city who are handling electrical appliances most successfully.

ENTERPRISE HARDWARE CO.

There are Four kinds of Men:
He who knows and knows he knows—
He is wise—follow him.
He who knows and knows not he knows;
He is asleep—wake him.
He who knows not and knows not he knows not—
He is a fool—shun him.
He who knows not and knows he knows not—
He is a child—teach him.

More people are looking for positions than jobs, and more are after jobs than work.

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Field Marshall of the C. A. R. (Conquering Army of the Republic)

Sales Manager Ralph M. Fawcett Keeps the Enamel Fires Burning as He Translates Into Action the Dicta of the High Command of the Republic Stamping & Enameling Co.

FEW boys can look back as Ralph Fawcett can to a waving, first-name acquaintance with a President of the United States. There is one incident that stands out in his mind as unique. Probably no other boy shares with him the memory of this experience:

President William McKinley was a neighbor and good friend of the Fawcett family at Canton, Ohio, and the President had watched Ralph grow up into a fine, clean-cut, energetic, keen young man. One Saturday afternoon Ralph had been commissioned by his parents to assist in hauling some manure that was to enrich their garden. As Ralph majestically rode atop one load, down the street and past the McKinley home, the President himself appeared on the porch.

Young Fawcett was a bit taken back, and to save himself embarrassment and his distinguished neighbor humiliation, he was for looking the other way and appearing oblivious. Precaution was unnecessary. President McKinley caught sight of him, waved his hand, and called, as usual, "Hello, Ralph."

So he claims the distinction of being the only boy who, while riding on a load of manure, has received the greeting of the President of the U. S.



RALPH M. FAWCETT,
Sales Manager, Republic Stamping and Enameling Co., who grew up in Ohio, among the Presidential supply of the Nation, and whose personality, character and business attitude are typical of his present associations in the Republic company as well as being worthy of the executive influences of his youth.

These early associations with big men, in the busy, growing, thrifty city of Canton, gave Ralph M. Fawcett the incentive to work and study and be patient and persistent. Therefore his rapid rise to responsibility as sales manager of the Republic Stamping & Enameling Co. is not surprising. He had good sense enough to follow the example that was set for him and take full advantage of his opportunities.

At the plant his friends familiarly hail him as "Spigot," partly because that's a little more informal than "Fawcett," and partly because he is the governing valve for the flow of enameled ware that pours out of the Canton plant all over the country and the world. Yet he is an open "spigot," with no shut-off.

In fact he is now so immersed in the merchandising of "Old English" gray and "Republic" white ware that it is next to impossible to learn the facts of his own personal history. So loyal and devoted to his "wares" is he that "self" is forgotten in "service."

Our readers will observe that he is a young man. That is to his credit, for he is doing admirably the sales executive work of a veteran. He is fortunate in possessing the blessings and advantages of youth with apparently none of the short-comings.

Company Has Vigor and Strength of Youth

Even as Mr. Fawcett, so the Republic Stamping & Enameling Co. is young; old enough to have developed an organization, a technique, a great plant and a far-flung good name; young enough to be rich in enterprise, daring and broad-minded in policy; able to grow very fast and to profit by the experience of others who have been in the business longer but who are no stronger.

Today it is the undisputed claim of the Republic Co. that they are the largest manufacturers of enameled ware, exclusively, in the world. The standing of the company in the trade, among other manufacturers, with the merchants with whom they have done business, in their community, and with their own workers is the most accurate index to its general character.

"Birds of a feather flock together," and whoever has met R. M. Fawcett will know what sort of a man is President H. C. Milligan, Vice President and General Superintendent C. T. Carlson, Vice President C. K. Sober and Secretary H. B. Fawcett.

Industry Is Only Forty Years Old

The present-day enameled ware industry dates back some 40 years and had its origin in Germany. When Lalance & Grosjean Manufacturing Co. first transplanted the process to the United States by way of France, Henry C. Milligan was a member of the organization. He is

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naturally one of the nation's pioneers in the industry and a recognized authority.

The Republic organization reflects the character of its founders and executives, does justice to its name and embodies the causes of its own growth. It is one big, loyal, proud family, even though its membership runs around 1500 when the house is in normal running order. It has always been operated on the American plan, so that every man has a right to work, but no man owns his job except through merit and service.

The minimum factory wage is $4.00 a day, and some of the skilled workers, the mixers, the dippers, the burners, working on a piece-work basis, receive three or four times that much. These are highly skilled workmen, the best there are. In an average day's work a man will turn out about half as many utensils in the Republic plant as at some of the other plants. The standard and the inspection is so much more strict. On the other hand, he will be paid more than twice as much per unit produced.

So universal a commodity as an enameled utensil should be interesting to everyone, but there are few who have an accurate idea of how it is made. False information and insiduous rumors have also spread about regarding the manufacture and use of enameled ware.

Ingredients Pure and Harmless

According to Mr. Fawcett, anyone could eat every one of the ingredients of enamel and suffer from nothing more than a pain from too heavy a diet. Borax, silica, feldspar, clay (the Republic imports all its clay from England to give the light, clean color)—these are the pure, natural, harmless components of the enamel.

The "mixer" is perhaps the most important and crucial man in the plant, for he works these ingredients into a thick creamy substance of just the right consistency and respective proportion. Previously the sheet metal has been stamped or spun into the shape of the utensil. These are then dipped into the creamy enamel and allowed to dry, supported the while up-side-down on fine points.

When the enamel coating has dried on, the racks holding the utensils are rapidly plunged into the furnace at 1500 degrees temperature. The actual baking, or burning, takes only about two minutes. Many of the utensils are dipped and fired several times, and the marks of the points on which the utensil was supported during its original drying and burning are thus removed in a later baking.

High Grade Line Through the Trade Only

The Republic Stamping & Enameling Co. is under the direction of President H. C. Milligan, Secretary H. B. Fawcett and their able corps of assistants, of which Sales Manager Ralph Fawcett is an important member. The policy of the company is to concentrate on quality, turning out as fine and high-standard wares as can be made, and distributing them through recognized trade channels.

It will interest readers of the HARDWARE WORLD to know that the man in the organization who directs the advertising policy and from whose office come the company's regular announcements to the trade is H. B. McNiece, manager of the advertising department.

Western sales are handled for the company through a number of branch offices and representives, including: B. H. Walsh, at Chicago; B. G. Evans, at New Orleans; T. D. McLean, at Seattle; George H. Eckert, at San Francisco, and L. J. Vesper, at Los Angeles.

INIQUITIES OF SOME OF OUR LAWS

If we were asked to name the most prolific cause of disrespect for law, we should say it is to be found in the laws themselves, or rather in the makers of those laws.

Every law that is passed to exempt some person or section or business or class from the operation of a law already in force, having general application, is an iniquitious law. Every exemption from the working of a law that is intended to work equally for all citizens is an iniquitious exemption.

The law that says you "must" to one class and you "may" to another, where there is no appreciable difference either in conditions to be controlled or in advantages to be reaped, is the best breeder of general contempt for law that we could devise.

To say to the whole body of citizenship that certain combinations shall be unlawful and then, almost before the ink is dry that wrote the words of the general law, to pass other laws exempting from its operation this or that or the other business or industry or organization, is about as vicious and as dangerous a proceeding as we could follow.

Yet this very same thing is done in and by Congress almost daily. It is done in our anti-trust laws, our tariff laws, our taxing laws, our transportation laws, in fact, in almost every class of lawmaking that our National or State legislatures undertake.

There will be iniquities in our laws and disrespect for them as long as this vicious practice continues. We need more than anything else laws on our statute books that will apply equally to all and to which there shall be no exemptions of any character. When we have such laws and have an administration of them free from fear or favoritism, when we have no more "special privilege" exemptions, we may hope to see a return to respect for law. We can not hope for it before then.

Can anyone tell us why state and national officers and school teachers and professors in universities should be exempted from the income tax law?

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Service and System Successfully Sell Saws

Vice President and Western Manager H. A. Sargent Has Seen Saw Service on Both Borders of the Continent and Has Proved Himself to Be an Able Strategist.

WHEN a man has won such distinction and respect as has come to H. A. Sargent for managing with entire success and satisfaction the affairs of an institution like the Simonds Manufacturing Co. in the West for a period of over thirty years, naturally we look about for possible solutions of his secret. Consider first his name.

Passing over to England we find a sergeant-at-law is a barrister or counselor of the highest rank — a prince of lawyers — a captain of thousands and ten thousands among pleaders at the bar.

The French have added another thought of significance. "Sergeant" implies service, and if we should go back into the history of language we would find that service and sergeant are closely connected, and that a sergeant is one who serves.

Carrying our world tour for information to the Far West, we find Henry August Sargent, vice president and Pacific Coast manager of the Simonds Manufacturing Co., combining in one person all the functions and all the factors that a "sergeant" embraces. In the regiment of the Simonds organization he is a counselor of the highest rank — with also the field service, the experience under fire, the executive capacity and the knowledge and information that thirty-nine years' Simonds service have given him.



HENRY AUGUSTUS SARGENT,
Vice-President and Pacific Coast Manager of Simonds Manufacturing Co., whose first job as a boy was with the company at Fitchburg, and who, after thirty-eight years, is regarded by the Board of Directors as one of its best informed, most loyal and important members.

Born and brought up in Fitchburg, Mass., he entered the Simonds Manufacturing Co. organization as a clerk in the superintendent's office when he was 16 years old. It did not take him long to prove capacity or to master the fundamentals of the business. Eight years later, in January, 1891, he was sent clear across the continent to San Francisco, and a month later moved to Portland, Ore., opening the company's branch there, destined to be headquarters and main distributing point for the saw business of the entire West. Other branches were opened at Seattle and Vancouver, B. C., within the next ten years. During the thirty-one years of Mr. Sargent's residence in the West, he has directed the management of the Far Western branches and the entire Western business of the company, with headquarters at Portland.

The character of a representative is always to be regarded as typical of his company, whether the representative be an errand boy, or a clerk, salesman, branch house manager or executive. After all, the character of the company is but the sum of the personalities included and the outside world makes its inductions from whatever particular persons it has to do.

In this sense Mr. Sargent renders high tribute to the Simonds Manufacturing Co. In turn the Simonds Manufacturing Co. is happy and fortunate to have a representative so typical of itself, in high standard, in dignity, in expert knowledge corresponding to quality of product, in service, with increasing satisfaction on longer and better acquaintance, so pleasing a quality in men, machines or saws.

Characteristic Public and Home Life

In his thirty years of residence, Mr. Sargent has become one of the most valued members of his community at large as well as in the trade. Two years ago the Oregon Legislature showed their unqualified confidence in Mr. Sargent as a business man and good citizen by electing him a member of the Port of Portland Commission, a most important body, doing the greatest piece of work with the greatest public responsibility in the community.

Last year he was elected president to the Multnomah Amateur Athletic Club, and so successful was his administration and so popular was he as leader that he was re-elected this year. The Multnomah Club is nationally famous among the athletes and sportsmen, with a membership of 6000, and plays a most important part in the community.

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A Man Above Par, Except on the Golf Links

Mr. Sargent is an enthusiastic golfer, to the point where the game has become one of his hobbies. It is only on the golf course that he may in any sense be said to be "below par." In fact, at the times of his best form and finest flights, he has been known to acquire on the links a proud collection of "birdies" and "eagles," every one bagged with a club.

Twenty-five years ago Mr. Sargent married Miss Edith W. Kittredge, and their fine spirit of true happiness in their home has been only what we should expect in any partnership in which Mr. Sargent is concerned. Mr. and Mrs. Sargent are celebrating their silver anniversary this year, and in his home, as father of three children he has rounded out what has been a valued, distinguished service to the company, to the trade and to his community.

Company's Concurrent Growth

Thirty-eight years ago, when Mr. Sargent joined the Simonds Manufacturing Company, there was but the one factory at Fitchburg and a branch at Chicago.

At the present time the company maintains its executive office and factory at Fitchburg, the Simonds File Company at Fitchburg, a steel mill at Lockport, New York; the factory at Chicago, and the Canadian factory — Simonds Canada Saw Company, at Montreal, Quebec.

Branch sales offices are maintained at Chicago, Memphis, New Orleans, Portland, Seattle, San Francisco; Vancouver, B. C.; St. Johns, N. B.; London, England, with an export department at New York City.

Although the company was established in 1832, the greatest development has been in the last thirty years, until the trade well knows they are rated as one of the largest saw manufacturers in the world at the present time.

It may be only a coincidence that the development of the company has been concurrent with Mr. Sargent's service. There are naturally many "sargents" in any army, and the Simonds organization, so ably commanded and directed by President Simonds and his co-workers—along with the other members of the Simonds family, direct descendants of Abel Simonds and high in the councils of the company—Mr. Sargent is recognized as a leader, a builder, a great head and heart and hand in the company, and the growth and development of the organization during the last thirty years have been in direct response to the efforts of just such men as H. A. Sargent.

After all, the best way to elevate the masses is to raise children properly.

Setbacks stiffen your backbone if it's made of the right stuff.

"WORK IF YOU WOULD LIVE," SAYS SCIENCE

Men of science have reached this conclusion after years of observation: Nature in her delicate adjustment of space and time, will let a man live well beyond his allotted "three score and ten" provided he has some useful work to do and is interested in it.

But when he "retires" it usually means that he retires from life's stage, leaving room for another. Science does not know why this is, simply that it is. Why an absorbing interest in work keeps a man healthy and active is one of our unsolved mysteries. We simply know that it is true.

Generally speaking, it is a risky proposition for a business man to give up his work without finding another absorbing interest. Nature does not seem to have provided any time or place for mere idling. At no matter what age, the person who indulges slothfully usually invites death. A noted neurologist has said it is well established that the man who has led an active life invariably dies when he ceases his activities.

And just here lies the chief value of a "hobby." Every man should have a hobby, something in which he may become as deeply interested as he is in his regular work. If the hobby is interesting enough and provides activity enough, one safely may drop regular work and devote one's time and thought and interest to the hobby. It does not matter much what the hobby is, but it must demand practically as much interest and as much activity as the regular work or it will not add materially to one's number of days. About the only safe resolution the active man can make is that he will not figure on "retiring" until he is ready to die.

Only those believe in "the survival of the fittest" who consider themselves the fittest.

Judged by the attention that other people give our business it is evident that almost nobody is in the right business.

The village loafer ought to move to the city where he won't attract any attention.

Gordon Selfridge declares that a day is coming when the aristocracy will have to work. Our pessimism goes considerably further; we foresee a time when even the working-classes will have to work.

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Summer Months Should be Busy Ones

Successful Retail Merchant Gives His Experience: How Summer Months' Business Keeps Above Normal — Practical Suggestions You Can Use.

WHAT hardware message do the summer months bring to you?

Do they signify a time of slackened business and a period of general relaxation on the part of your sales force and the buying public, or are they a time for being glad that good old summer weather is here again, with all that it signifies?

These are questions which we are all up against and it seems to me that they may be very optimistically answered.

We're hardware dealers and we operate our stores to bring business and profits our way.

How then, can we stimulate trade at this season of the year when it seems almost the natural thing to drift along with the stream?

Well, let's look into the matter from the standpoint of seeing what items of hardware and house furnishings may be of particular interest and use to our customers just now, during the hot months.

Just look around your own store and I dare say you can cast your eyes on most of the items we have in mind and of which we are going to say a few words in this little article.



A. H. VAN VORIS,

A successful country merchant, writes from the standpoint of the small-town merchant. These practical suggestions, he has put into practice in his own store, are methods each can use in either city or country in increasing their sales.

It is said that Americans are a race of vacationists, and this fact is established beyond the peradventure of a doubt by one glance at our highways (whether they be main trunk lines or country byways) on any old summer's day.

No doubt you are one of these summer vacationists yourself—at times, and so are many of your customers.

Vacation Really Means Buying

Now then, vacations mean the purchase of what we may well term summer hardware, and for a happy thought connected with it all, these vacation months extend well along into the fall, so there is ample time for development of prospects.

There are many of these vacation folks who are autoists.

Many of them will be planning trips at this time; this auto trip may be in the nature of a camping party, with trailer in the rear for all the comforts of home, so to speak, and the hardware store is a very logical headquarters for the items which go to make up such a camping outfit.

A Long List of Goods Needed

Let's see what these chaps will want to take along with them — tents, target pistols, camp axes, cooking utensils, sportsmen's shoes, kit bags, cots, folding furniture and so on.

Thus far, not a word about fishing tackle, and this is one of the very most important things in the whole list of summer hardware, and particularly so for the camper and vacationist.

Perhaps he comes to your store for a fish line and a few cents' worth of hooks; at least that is all he has on his mind when he comes.

Here's an opportunity for suggestion, for there is hardly a sportsman whose outfit in tackle covers the entire field, and there are lots of little things which help out a big lot when it comes to having the proper utensils for a perfect day on the stream or lake.

Perhaps when Mr. Sportsman calls at your store for that line and those hooks, if he isn't in too much of a hurry, you will be able to show him some of these new and recently received folding rods which you just put in stock. Possibly one of those telescope rods will please his fancy, for here is one which folds, or rather slides into itself, in such a small compass that it takes but little room to pack it, and it gives the added use of providing a short casting rod or a longer fly rod, as desired for different kinds of fishing.

Then over there in your display case, no doubt, you have several different kinds of artificial lures which you can recommend for local waters, and these are things worth knowing when it comes to passing the good word along to others.

A tackle box and fly case are remarkable little accessories for the sportsman, for they keep these articles right handy where they are

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wanted and dispense, in this manner, with running through a whole kit to find a certain colored fly or this or that piece of tackle for quick use.

Almost every vacationist-sportsman wants a waterproof match box, for isn't he decidedly and absolutely "out of luck" if it comes to a time for starting a fire and all of his matches have drawn dampness and refuse to light? A waterproof case does away with all this trouble, in advance, and so is a good item to suggest to the camper.

The folding canvas bucket is equally useful for camper and auto tourist, and has so many real practical uses that it should be found in every kit.

The auto or camper's folding cook stove is another article of sound value for these outdoor folks; they are small and compact and in stormy weather, when natural fuel is out of the question, they are worth their weight in gold, so to speak.

The hardware store is headquarters for all of these camping accessories.

Then there is the lunch kit or refrigerator basket; so many families in which there is a car driven by some member, are becoming more and more to appreciate the healthful sport and real fun of the outdoor picnic.

The cautious Old Dobbin horse who used to travel a few miles a day has been placed on the retired list and the modern car, which reels off about as many miles as you wish it to in a day, places the whole countryside at the behest of the family almost any evening.

The hardware store to make a feature of these summer picnics in his display and store advertising is quite sure to reap a good return for time and money invested.

Such items as the refrigerator basket just mentioned, auto blankets, cooking utensils, vacuum bottles, etc., are ever so convenient and useful to the picnickers and, from their standpoint, they are not expensive to buy, for when once purchased, they are of lasting value.

But it isn't necessary to confine sales efforts to sportsmen and to campers and picnickers' supplies.

Plenty of Folks Spend Time and Money at Home

Plenty of folks are going to be spending their time at home and all folks are going to be spending some of their time there, so let's concentrate for a moment on some of the summer hardware which will be sure to interest them.

Flies and mosquitos have an unpleasant habit of preferring to be on the inside looking out, and in order to outdo them in their efforts, the hardware man sells screen doors, window screens and screen wire for protecting the household from this hot weather invasion.

You can add many dollars' worth of comfort to every home in your community for a charge of a small percent of the value of this comfort when it comes to the dollars which you will retain in your cash register; on the other hand, there is a good, steady, substantial profit for you in such seasonable merchandise, which warrants its being placed in the foreground in all of our stores.

This class of merchandise which I have in mind consists of screen doors and fixtures, lawn hose, lawn mowers, rakes and tools; this last question of lawn utensils is one which can be freely developed in any community. It is a matter of personal pride to most householders to have their lawn just about as neat, trim and green as any on the street, and this is helped along to a big extent by the use of such utensils as we have mentioned. Another feature of the lawn hose is its utility in washing the car and in keeping the porches free from dust.

Sprinkling pots for flower beds and flower boxes are likewise seasonable for summer months.

A roll of poultry wire on display in the store is not a bad idea at this time of the year, for it has many convenient uses for the busy householder; it's spring and summer stock, so why not give it all possible sales stimulus, even though it is not an item of extreme popular sale.

Don't Forget the Oil Cook Stove

And if there is any one item in the whole category of hardware merchandise of special appeal in the hot summer months it surely is the oil cook stove.

Here is something which is not only a real money saver to its user, through the fact that the stove is not eating up fuel while not in use between times, but think of the wonderful convenience and comfort to the good housewife in whose kitchen you have installed one of them!

We have specialized on oil cook stoves for some time and have finally come to making this specialization so concrete that we have selected one particular make of stove as the one which we display and try to sell, first of all. We have learned much about this make from personal home use and from demonstrations which we have held in the store, with a practical cook in charge of cooking and baking operations.

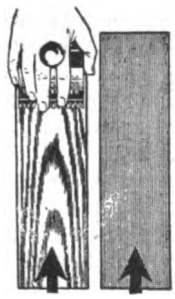
Folks like to learn things in these first-hand ways, even better than in studying up about a stove in literature which you may give them to take home, or which may be distributed from house to house locally, or handed out over the counter.

We have a three-burner model already to demonstrate, set up in readiness near the entrance to the store and on Saturday nights during the summer months, we have it running, with a boiling teakettle on one burner. Needless to say, this attracts considerable attention from all who come into the store.

Don't Overlook Paint Products

To stimulate summer trade on our varnish and varnish stain, we set aside a 30-day period

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Take a Hammer



and whack a Chinamel-finished floor with it and you'll find altho the wood has to give underneath those blows, the varnished surface is still unbroken.

Both new and old floors, when finished with Chinamel, present a tough and elastic surface to the abuse of heel marks, which we will compare in a lesser degree to hammer blows. Nor is the brilliant gloss finish dulled by water.



This is due to the use of a remarkable self-levelling, water proof Chinese Oil in the making of this floor var nish.

Have you an old floor which you would like to make look exactly like a beautiful hard wood surface, instead of covering it over with unsanitary carpet or matting?

Amateurs can get professional results with Chinamel. Try a small can today.

I. VAN VORIS, - Cobleskill, N. Y.

This Advertisement Brought Us Many Customers

and give out coupons worth 30 cents for redemption upon presenting them at our store. We had these distributed and handed out many more at the store and the result was very good, at a time of the year which is somewhat later than we usually think of as being the best season for selling paints and varnish.

Refrigerators, of course, have their place on the front row of summer merchandise and, as they have come to be a necessity and no longer a luxury, their sale is good. Display and advertising help move them, to be sure, so let's keep behind the guns with our efforts centered on everything we can do to keep sales stirring.

These are some of the retrenchments we can use and use to good advantage against the so-called bogey of summer business slump. It can't exist very seriously for us if we keep on the job and all do our part in promoting sales of this dollar-bearing merchandise of the good old summer time.

No one has a monopoly on ideas. They are available to every merchant who will look around and see what the "other fellow" is doing. His methods may offer suggestions which, will apply to your own problems.

Here are ideas that will bring crowds to your windows. There are ideas that will bring them into your store—ideas that will increase your sales and ideas that will cut down the cost of doing business.

Most of the fun in life seems to be in doing something you can't afford to do, and then refusing to regret doing it.

Ours is no infant republic, but weaning us from the bottle is nevertheless a tedious and costly process.

You can only be young once, but you can make that once last all your life.

USE CIRCULARS TO ADVANTAGE

Not all circulars or stuffers are good; many are carelessly prepared, and written without enthusiasm.

But there are good stuffers, made up carefully, written interestingly as any story and capable of making sales for the distributor.

Stuffers should never be ordered from the manufacturer in great quantities and manufacturers should refrain from sending them out unsolicited. A small number of good stuffers, sufficient to cover a list that has been made up of appropriate buyers is the right idea.

Remember This

Sending stuffers in invoices or statements is the most wasteful and least resultful method possible. They usually go to the wrong man—no one in the accounting department is much interested in the details of merchandise. When a man receives an invoice, that is sufficient for his attention. Anything added is lost on him.

Stuffers should go to a prospect list, addressed to individuals wherever possible and they should carry the imprint of the distributor in every case.

Care is necessary to make sure that the material is really something that will interest the recipient. Two or three doses of stuffers that have no bearing whatsoever on the receiver's business will shake his interest so that when the real stuffer comes along it is passed up.

Distributors who have made a success of this method usually give the work over to one person, someone who is interested in the success of the organization and will take a little pains with it.

TAKES A FOOL TO KNOW IT

The English language is wonderful. A well-known authority, in his book of synonyms, offers the following definition of the very simple word "fool": "Idiot, tomfool, wiseacre, simpleton, fitling, dizzard, donkey, ass, ninny, hammerdolt, booby, tom noddy, lobby, hoddy-doddy, nanny, noodle, nizy, owl, goose, imbecile, gaby, nincompoop, zany, trifler, babbler, bubbler, pretty fellow, sop, milk sop, oaf, loon, loop, lout, loun, dullard, doodle, calf, colt, buzzard, bum, bunk, blockhead, putstick, slacker, sticker, mooney, full bullard, bullock, dunder, addle, blatherskite, dull lagger, jolt, dolt, jolter, beetle, gross, giddey, num, dumb, rum, thick lack, shallow, callow, brainless, calf head, half wit, dunder-pate, gowk, gawk, clod, poll-pate, bullhead, bull calf, sot, jobbernowl, mooncalf, changeling, gobe mouche, dotard, driveler, fogy, foggy, crone, green, greenhorn, dupe, dunce, lubber, leaky, lazy, lunatic, mean, murkey, madman, one who will not set the Thames on fire or one who did not discover gunpowder." Most of these is what the dealer is who does not know his cost of doing business.

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54 Years a Salesman—and Still Young

Ira Lackey, Nation's Veteran Traveler, Is Youthful, Vigorous and Enthusiastic at Age of 84, Due to His Congenial Surroundings in Selling Paints to Hardware Merchants.

ANY young traveling salesman who believes there is no future ahead of him, who feels fainthearted concerning his work or his prospects, should talk to Ira Lackey. At least he should read this little summary of a veteran salesman's achievements in the field for over half a century.

There can certainly be little dispute over Mr. Lackey's modest little claim to be the "oldest knight of the grip" in the United States, if not in the world. At the age of 84 he has been on the road for 54 years and is still going. For the last 32 years he has represented the John Lucas Paint Co. of Philadelphia, a fact which carries with it a double edged tribute to the line and to Mr. Lackey himself, for it takes two to continue a connection for this length of time.

It has been estimated that Mr. Lackey has traveled some 20,000 miles every year, out of Chicago, covering his large territory. Thus he has traveled over one million miles in his career, more than forty times around the earth at the equator.



IRA LACKEY,

Veteran among salesmen, youthful, vigorous and hearty of spirit, a friend, counsellor and foster-father of hundreds of merchants, he stands out as an example of the best of the old order of "traveling men."

As a boy Mr. Lackey grew up in Ohio and began to work as a drug clerk. After he became a pharmacist he started as a salesman for Fuller, Finch & Fuller, a drug firm. After a little experience in Chicago, be began on the road. In those days sales often depended on the capacity of a man for entertainment and also on the amount of liquor that could be mutually consumed, by seller and buyer respectively. Mr. Lackey early found that the pace on the road was not nearly what was required in the city.

Paints were at that time largely sold through drug stores. His first trip was in the fall of 1868, when he went to Janesville, Wis. In those days many of the railroads were narrow gauge with wood-burning locomotives, and travel was slow, difficult and irregular.

Things Have Changed Somewhat

The traveling man of the old school handed out cigars and relied on stories not of the parlor variety to obtain the signature on the dotted line. Often sales were made on the third or fourth round at the bar, at the psychological moment when the bartender bought the drinks.

Contrast the situation of half a century ago with the present high standard of business ethics, personality and character of the average salesman. It is figures and facts that count today.

Four score years rest lightly on Ira Lackey's broad shoulders. If you expect to meet a doddering old pensioner in Mr. Lackey, you will be hugely disappointed. He is rather a heavy, thick-set fellow, and he smiles convincingly as he talks. He has a habit of ramming his remarks down with his fist, using the palm of one hand as a mortar.

"No, sir," he says. "You can't teach salesmanship in a school room. Either a man is born to the art or he isn't. Personality counts above everything else and you can't teach personality.

"Write this down: I'm thoroughly in love with my house. The John Lucas Paint Company is my gospel."

Loyalty and Honesty First Principles

"My advice to a young salesman?

"First, be honest with yourself and with your house.

"Believe in your house; stand or fall with it.

"Be on the square; never misrepresent your goods.

"Above all, know your line. If a customer asks you a question that you can't answer, tell him frankly that you don't know. Then go back and find out, and next time you see him, tell him. In that way you will gain his confidence.

"Always keep on friendly terms with your competitor. To knock a competitor is the worst thing you can do. When I am asked about a rival house, I reply: 'Yes, they're a good house, but I'm not selling their goods.'

"Study your customer's hobbies. They will

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come out before you have talked with him five minutes."

Talked Tariff and Sold Paint

Mr. Lackey had an experience with a crabbed old multi-millionaire who was regarded as a totugh customer. Reminiscently he tells how he approached this buyer's secretary, and asked in a loud tone: "Is Mr. Gilbert in?"

"What do you want of him?" demanded the other.

"I've come to sell him some paint."

"Got a card?"

"No; I travel for a firm that doesn't need cards."

The buyer from his inner office began to prick up his ears. He was interested in a firm that didn't need cards. "Tell that fellow to come in," he barked.

Mr. Lackey had found out in advance that this merchant was a great protectionist and a high tariff man. So he started in on that subject. "Sit down," ordered the customer after the first few words. "You've evidently got some sense." There was enough pause in the tariff discussion to book a big order for goods. The price was a stiff one, but the buyer never blinked. All afternoon they talked tariff and, of course, Mr. Lackey agreed with everything his customer said. That was the beginning of a long friendship.

Importance of Pronouncing Customer's Name

People are awfully particular about the pronunciation of their names, as every salesman knows. Whenever Mr. Lackey is in doubt how to pronounce a name he inquires first among the clerks. He remembers one merchant who spelled his name Dunlap, but insisted that it be pronounced Dunlope.

"How do you do, Mr. Dun-LOPE?" he said as he came in. "I represent —"

The prospect got up from his desk and extended his hand. Mr. Lackey "Dunloped" him repeatedly, to his increasing satisfaction, and as a result made a good sale.

Helps Boys in Business

Mr. Lackey has made some of his staunchest friends by helping young men who were just starting in business. There were two Peoria boys who wanted to open a paint department on a capital of $1000.

"You look honest," Mr. Lackey told them. "I'll stake you; how much credit do you want?"

They figured they would need $3500 worth of goods. "Pay down what you can," the salesman told them, "and give me your note for the balance. And if, when it comes due, you can't pay it, just drop me a line."

Today those boys own their homes and automobiles, discount all their bills and are among the best friends Mr. Lackey has in the world.

After Mr. Lackey had covered his territory this year and booked spring orders well in advance, his company sent him and Mrs. Lackey to Southern California for a three months' vacation with all expenses paid. But it is only a vacation.

Train Whistle Still Spurs Him

"I am going to keep on to the end of the road," he declares. "If I should stop now, I'd die. I'd be like a flower cut off from the stem."

"When the train whistle blows Monday morning," adds his wife, "he's just like an old race horse — aren't you, Iry?"

IRA LACKEY'S SALES AXIOMS

Be honest with yourself and with your house.

Never misrepresent your goods.

Don't be afraid to confess what you don't know.

First gain the confidence of your trade, then the friendship.

Keep posted on the topics of the day.

Never knock your competitor.

Learn how to pronounce a man's name before you approach him.

Find out your customer's hobbies.

Remember that egotistical men are the easiest to sell to.

THE BEST BUSINESS POLICY

"The hardest thing any executive ever has to do," declares Frank R. Chambers, chairman of the board of the Rogers Peet Company, "is to get his people to carry out the policies established by the heads of the organization. Not because they are not willing to, or lack the desire to do what is asked of them, but because they often find it difficult to interpret that fine sense of good feeling which he wishes to pass on to the customer in his desire to render service.

"There is an intangible element in making people feel you want to do all you can for them, which is impossible to explain to a man in words. You can't tell him how to do it, but you can show him. If he lives in that atmosphere long enough he is bound to absorb it. He understands by actual experience just the part he is expected to play, and to act that way becomes second nature. We like to have every salesman put himself in the customer's position and frame of mind and then serve him just as he himself would like to be served under those conditions. We don't want to over-preach the golden rule, but the golden rule is good business."

Succumb to luxuries and you may succumb to temptations in order to gratify them. Endure hardship, rather.

Laughter spells life; sourness disease.

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ENLARGED FACILITIES FOR THEIR CUSTOMERS' SERVICE

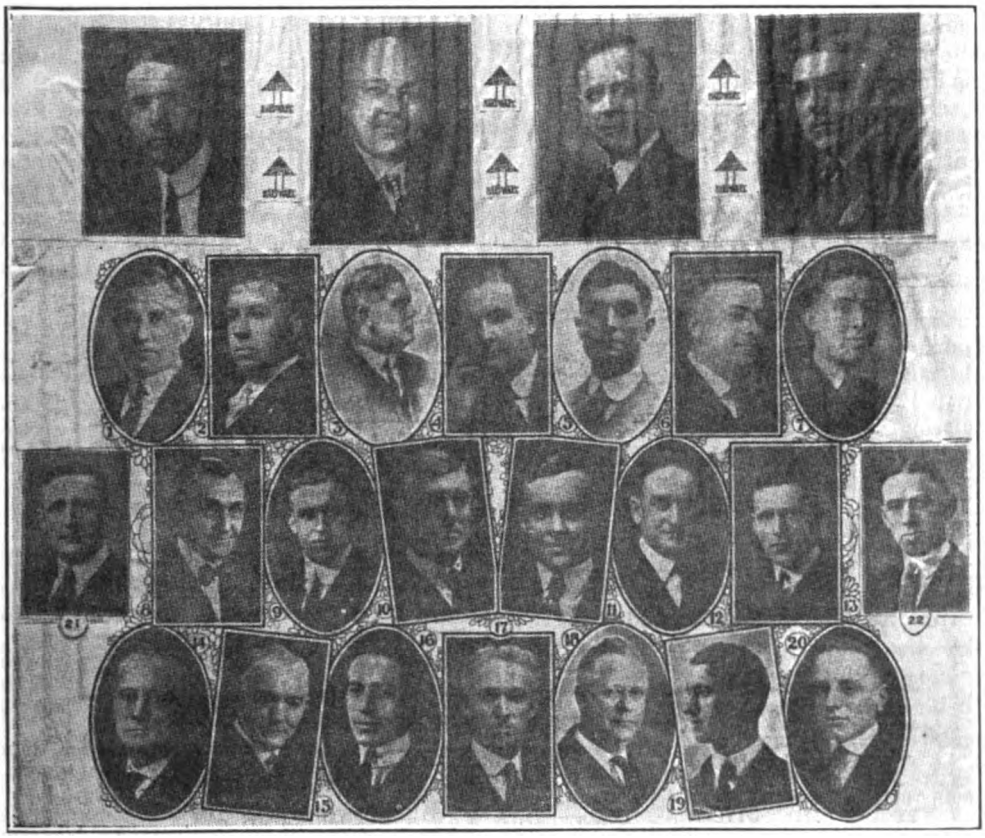
The opening, last month, of the new Cedar Rapids warehouse and branch of Harper & McIntire Company of Ottumwa, Iowa, was very naturally the occasion of general congratulation of this progressive wholesale house. "Har-mac" service has become an established institution in Southern Iowa and Northern Missouri, and the newly instituted stock at Cedar Rapids will provide same facilities in northern part of the state.

The company realizes that it has an obligation to the merchants it serves, an obligation which has become all the more marked in recent years. The growth of Harper & McIntire has been due to the promptness, the completeness, and the exactness of their service at a marginal price. With such a great stock behind him, only a few hours away, the merchant can devote himself to merchandising and turnover and allow his jobber to carry the stock. That has been the aim of "Har-mac" service.

The founding of the company was effected 55 years ago by the partnership of Egan & Harper in 1867, immediately following the return of Mr. Harper from the Civil War, in which he served as an officer. Six years later they purchased the business of their largest competitor, Daggett & Edgerly, and in 1880 Frank McIntire entered the employ of the company. He was soon to become a member of the firm, and after over ten years as a traveling salesman he became a full partner and the name was changed to the present title in 1891. Mr. Harper continued as president until his death in 1911, and was succeeded by Mr. McIntire until his death in 1919. The present officers have handled the company's affairs since that time.

The company erected a splendid four-story building in Ottumwa in 1893, which was destroyed by fire in 1912. The new building which replaced that, and is the present headquarters of the company, is modern and well-appointed in every way. A second warehouse in Ottumwa, purchased two years ago, affords extra accommodations for the heavy lines especially.

The new building at Cedar Rapids is four stories high, a good city block square, fireproof throughout, and with a tower that gives it character and distinction. Everything has been planned to facilitate prompt and accurate shipment of goods, so that merchants in the vicinity can feel that they have a full stock and "Har-mac" service within a few hours of their store. Cedar Rapids has four of the largest railroad systems, and 285 daily trains give communication with 1751 Iowa stations and through service to 67 of the 99 Iowa counties.



MEN WHOSE WORK AND WISDOM HAVE MADE HAR-MAC GROW

After all is said and done, it is the human factor in any institution that is responsible for its success or failure. Given goods, wisely selected by wise men, it is such men as these enterprising executives and salesmen of the Harper & McIntire Co. who are the vital link in forming lasting and mutually prosperous sales connections between the source of supply and the merchants who distribute the wares.

Above: The Officers (left to right)—C. S. Harper, pres.; William Fiedler, vice-pres.; W. P. Myers, secretary; R. W. Harper, vice-pres. and treasurer.

Below: The Sales Department (by the numbers)—1, C. M. Johnson; 2, O. R. Anderson; 3, D. B. Johnston; 4, V. C. James; 5, A. J. Waechter; 6, Jay Curby; 7, M. L. Anderson; 8, A. E. Foster; 9, Joe Hallender; 10, A. E. Murray; 11, Charles W. Day; 12, F. M. Gaines; 13, F. D. Haney; 14, O. K. Mauck; 15, Scott Smith; 16, Steve Hauser; 17, W. J. Gross; 18, Walter E. Owens; 19, B. G. Greenman; 20, L. B. Nelson; 21, E. W. Gray, manager new Cedar Rapids warehouse; 22, C. A. Anderson, assistant manager Cedar Rapids warehouse.

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New Illinois President a Pioneer

WHEN the Illinois Association elected E. E. Voorhees of Blandinsville as president at the last convention, they selected as leader a successful merchant and a pioneer hardware man, as well as a loyal, trained and popular leader.

Blandinsville is a town of about a thousand population in Western Illinois. In what would seem a limited field, Mr. Voorhees has built up a business that occupies five big floors in one of the principal stores in town, in addition to a brick warehouse and salesroom of two stories, covering an area of 66 x 80 feet. Mr. Voorhees claims, with just pride, to carry the largest stock in his section of the state.



E. E. VOORHEES

The strongest proof of the soundness of Mr. Voorhees' methods is the fact that he is the only merchant in the community who is in the same line of business he was in when Mr. Voorhees settled in the town, over 30 years ago, and opened the present business. Time is a sure judge; recent times have tested many a merchant. The Voorhees system and the Voorhees organization were built to weather storms as well as sail fair seas.

Mr. Voorhees was born in 1865 and raised in a small Illinois town 12 miles from the nearest railroad. While he was going to school he also tended a farm of his father's three miles out of town. It was this journey that convinced him that his future lay in cultivating customers rather than crops. His first job was as "helper" in a furniture and implement store, where he worked for six months before he knew what his wages were to be, only to find that with $25 per month he had to board himself.

A year later his father acquired a stock of hardware in the town on a trade, and young "E. E." was put in charge, with his brother as outside man, hauling the merchandise 12 miles from the railroad. They added implements to the line and remained there 5 years, when the long-hoped-for railroad decided to miss the town by 5 miles and the Voorhees boys saw that its fate was sealed.

Down to Arkansas they moved in 1889, just in time to strike the tail end of a boom in a boom town, with hard times coming on. It wasn't in the cards for any young fellows to swim against that tide. So back to Illinois, to settle in Blandinsville as Voorhees Bros., with the hard times moving north with them.

Established on a Solid Foundation

Those were the days of 60-cent wheat, corn from 18 to 25 cents a bushel and oats from 15 to 18 cents. A good horse sold for $35.00. The enterprising Voorhees brothers soon added implements and buggies to their line.

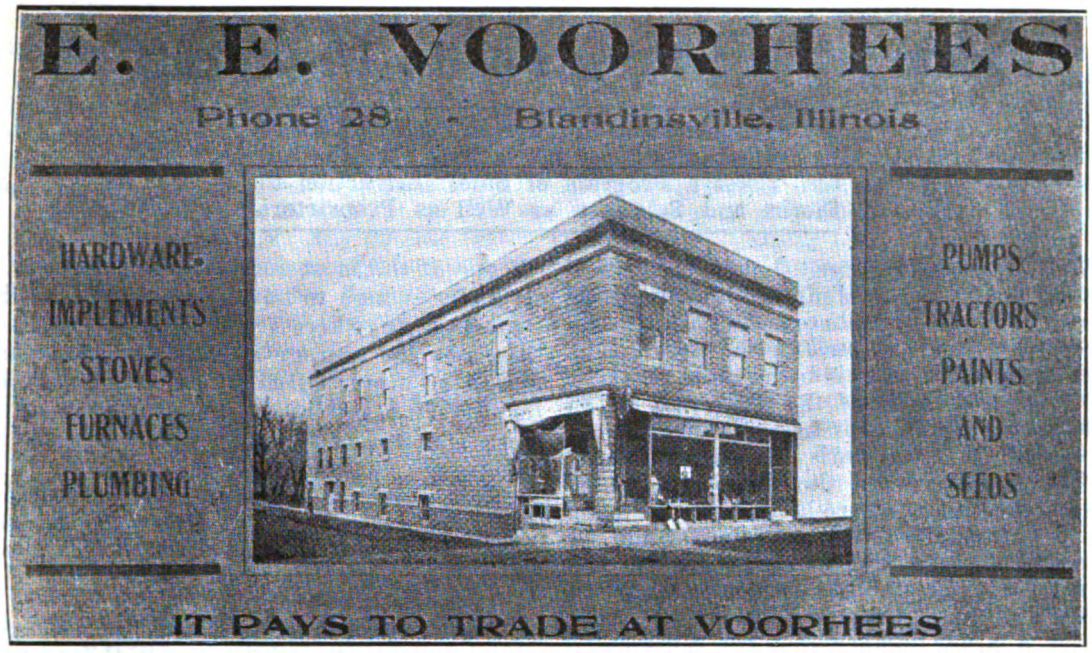
Ten years after the partnership was formed Mr. Voorhees' brother was accidentally drowned while on a fishing trip. Since that time the new president of the Illinois Association has been sole proprietor and operator of the business. In 1906 the present home was built.

In the last five years, Mr. Voorhees believes, he has passed through the best as well as the worst period he has ever encountered in his nearly 40 years of merchandising. It is natural that the law of compensation, as well as the forces of action and reaction should apply. For sound, careful, wide-awake and broad-minded merchants like E. E. Voorhees, every time is a good time, and every situation is met and handled according to the general principles which have been learned and developed in his own business, supplemented by the best he has received from contact with his fellow merchants in association activity.

HOW E. E. VOORHEES OPERATES

1. Gives his customers value for the price charged.
2. Gives his community service and boosts every good movement or institution in the community.
3. Makes his store a necessity in the community.
4. Never tries to boost sales at a sacrifice of profit.
5. Operates on a strict business basis with a thorough bookkeeping system.
6. Divides his business into 22 departments with separate accounting for each, so that gains, losses and profits may be accurately traced.
7. Keeps his credit gilt edged and is enabled to buy where he wishes at the best price by borrowing from his banker and others in order to discount his bills.
8. Takes advantage of every price advance and sells goods at their market value, regardless of his cost.
9. Saves this surplus so as to follow the market similarly downward, taking his loss from the reserve.
10. With lines that are not moving, anticipates a decline and sells at less than the market.
11. Watches catalog house prices and keeps their catalogs in plain sight in his store.
12. Advertises that he will meet the price of any catalog house on the same goods, even if he has to buy from the catalog house to do it, on lines he does not carry.

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Here is a reproduction of the top part of the Calendar Mr. Voorhees sends out to his customers every year. At the top is a holder for a pencil. Mr. Voorhees supplies the pencil, with his name printed thereon. He aims to be of real service in his community by handling the lines which are most in demand.

The way to make money in retailing is to turn over the stock as often as possible. That keeps the money coming in, to be put into new goods, to bring in more money, and so on and on, in an endless chain. Over-buying is the thing which breaks this chain. More merchants come to grief through over-buying than through any other cause.

A new store does not always simply cut into the trade of one already there. If both stores are well managed they will create more trade.

"I am optimistic and believe we will again see good business. The return will be slow. Do not look for much improvement in the retail business this year. Jobbers and manufacturers will make more sales, thus starting the factories, giving employment to labor, increasing the demand for farm products, and enlarging purchases eventually."

—E. E. Voorhees.

Men often compare the rents on the main street with those on a side street, and think they will save expense by taking the cheaper location "just around the corner." But when they do, they have to spend in promotion more money than they have saved in rent, and even then they won't get as many customers.

The window is the real entrance to the store. Oh, yes, your feet go in through the door, but your eyes go in through the window.

"Farmers need goods but will not purchase, even when long credits are offered. They are, however, still buying automobiles and using their old farm machinery. Many have not yet learned the lesson of economy, and merchants will do their farm customers a service by saving them from the hard jolt that is bound to come to these short-sighted buyers."

—E. E. Voorhees.

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Taking the Mountain to Mohammed

State Association, Through a Series of Local Evening Dinner-Meetings in Every Retail Center, Takes a Program of Sales Instruction to Clerks and Salesmen as Well as Proprietors

IT WAS once sagely urged that if Mohammed would not go to the Mountain, the Mountain must be taken to Mohammed. History does not record the performance of the proposition.

Yet that is just what is being done today by the Northern division of the California Retail Hardware and Implement Association.

Presidents and secretaries of retail hardware associations have worn down many a pencil and scratched many a care-laden brow, figuring how the attendance at conventions could be increased and made more representative. Occasionally large attendance has been the reward of great and costly effort. It has simply meant, however, a larger number of stores, represented by the proprietor or his buyer, spending a large part of the time on the trip visiting wholesale houses or being entertained by enterprising salesmen. The average convention neglects the clerk, and the average proprietor often neglects the convention.

When President Fred T. Duhring got together with Secretary Le Roy Smith at the start of the former's term of office, they began on a new tack. "For those of our members who do not or cannot attend our semi-annual convention, thus coming to the association, let us take the association to them—and their clerks and salesmen and shipping clerks and warehouse men." This was their theory.

It was proposed to hold a number of district or regional meetings in all the larger centers, the hubs in every retail distributing wheel in the state, where the entire store force of every merchant within driving distance could attend an evening meeting without interrupting the smooth running of the store.

California is a land of such magnificent distances and widely spread settlement that it was found necessary to schedule over 40 meetings. Perhaps the number is indicative also of the enthusiasm and eagerness with which the merchants and members of the Association received the plan and welcomed the meetings.

After two months of trial, the plan may well be proclaimed as an unqualified success, both as to popularity, as to the number of groups of persons reached, and as to the great practical value of the meat of the meeting to the hundreds who have been reached. Through the first 19 meetings over 800 merchants and employes were reached.

Typical Meeting Program

The meetings start with a dinner in a hotel, in the town hall, or sometimes right in the stores of one of the most enthusiastic members, if he is lucky enough to have space and facilities to entertain anywhere from 25 to 75 men. That has been the average attendance, with perhaps 50 as the mean. Often a local woman's club or church club provides a good dinner at small cost, and this has been the most successful arrangement yet made.

This dinner is given by the proprietors in each case, with the store forces as the guests. The "feed" proves a more than sufficient incentive for enthusiastic attendance. The dinner is informal—a get-together.

Sometimes it is the first time that competing merchants in a town have ever gathered around the same board. Again Jones' man will meet Smith's delivery boy for the first time. In still other towns, where a local club or association already exists, this is merely a regular meeting, dignified and enlarged by the presence of the Association party and the official character.

Practical Merchandising Talks

After dinner, Secretary Le Roy Smith calls the meeting to order and gets right down to points, opening with a broadside talk on salesmanship, which we shall have the pleasure of publishing. This is not theory or principles, but actual cases, experiences, methods picked up here and there and passed on for the benefit of all, just as association officers and members are bound to do.

Following comes an equally practical "corking-good" talk by H. M. Foss, whom the Thomson-Diggs Co. has "loaned" to the Association for these meetings because of his peculiar talent and enthusiasm for this sort of work. He's the sort of man who never mentions his own business, even incidentally, so sincerely wrapped up in his subject is he, and so far above taking any private advantage of a public opportunity. A somewhat similar arrangement exists with the Cleveland Metal Products Co., whereby their representative in each territory joins and addresses the meeting with a practical sales talk and demonstrates, particularly with regard to stoves, heating appliances and cooking utensils.

These are not lectures, but talks, where questions are asked and answered. Men who are experts in their line offer their experience and suggestions. Secretary Smith then makes further suggestions to those in attendance on financing, the importance of records, a word or two on buying, organization, etc. But the

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main subject is merchandising, selling, goods and how to move them.

Local Questions Aired and Settled

After these talks the meeting is thrown open to discussion on the subjects covered and on any local or special consideration applying to the community. As so often in association affairs, a difficulty may be ironed out by just a little airing and frank talk. Any outside factor may be so much more effectively handled by collective, co-operative action, through a local or state association, than by the effort of any individual who may be the helpless sufferer.

Many towns and communities where these meetings have already been held are anxious to know when they can have the next one. It has resulted in the strengthening of co-operative, local-association movements in several localities, and this should be a marked accomplishment of the program before the schedule has been finished in the early fall. Local clubs have accomplished great things for many a merchant in many a town and district.

Adopted as Permanent Feature

According to present plans, these local meetings will be held on an even more extensive scale next year, or possibly during the winter. It has been proposed that model window displays, moving pictures and other auxiliaries might well be added to the course or curriculum.

Everything seems to indicate that California has started an extension course in practical hardware salesmanship that has every right to grow into a valuable school or trade college. Moreover, here is an idea, conceived and worked out for the first time, as far as we are informed, which might well be applied to every state and district in the country.

BUSINESS GOOD IN ALBUQUERQUE

Editor HARDWARE WORLD:

Albuquerque is having a building boom just now and business is good. While the first three months of the year were slow, April and May were about normal, and we are looking forward to a good year.

RAABE & MAUGER.

Revenge may be sweet, but it leaves a bitter taste.

The proud shall not inherit the earth, only its ill will.

If your life isn't planned you'll end by being panned.

If you wish to talk without interruption, choose as your subject the man you are talking to.

BOASTFUL SPIRIT LIVES

Just what may be back of the boasts one may not know, but at least it is interesting to get the viewpoint of the German general, Ludendorff, which was recently issued.

It appears that the old spirit of military conquest still lives in Germany—at least if we can judge from a new book written by Marshal Ludendorff. Calling upon the German people to build up once more the old Prussian military machine and to look for glory in new wars, Ludendorff says:

"It is necessary that we renounce now and forever those vain words of the allies and our own democrats: Universal peace, disarmament and pacification of peoples. War is a part of the natural order established by God. It is necessary all the time. Whatever the entente may do, Germany will never tear from her heart the virile purpose of war. She must reform the old Prussian and German armies. Then, conscious of her right, and with firm will, no matter what may happen, she will re-conquer her place in the world.

France points to this new German book as justifying Premier Briand's stand at the Washington conference. How can France disband her armies, they ask, when such a spirit exists just across her borders?

And so it goes. If France cannot disarm, Italy must keep her armies. If Italy cannot disarm, neither can Jugoslavia; and so all the rest of the Balkans, Turkey, Russia and Poland must keep great armies. There is no end to it.

So a nation, while appearing to have disarmed, may be secretly preparing for war. France does not trust Germany. The French are convinced that they cannot disarm while this old spirit of militarism still lives in Germany.

MORE AMERICANISM— LESS COMMERCIALISM—

Editor HARDWARE WORLD:

Just think of 700,000 ex-service men and many others out of work in the United States! It is true Mr. and Mrs. General public, you can help and it won't cost you anything.

All that is necessary is to be sure that what you buy is made in America, which will keep our factories in operation, thereby employing idle men.

There are times that you may have to stretch your dollar, but remember that money isn't everything, for we should be loyal to our country.

The real economy is to stop waste and to buy first-class American-made goods. Yours truly,

J. W. PEARSON HARDWARE CO.

Your habits are the raw material which finally forms your character.

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HOW BABIES BRING BUSINESS

Here is a suggestion that might be worked to advantage by any merchant. It's an easy matter to gather these birth records and file the dates for follow-up letters on the birthday anniversaries of the youngsters, suggesting appropriate gifts. You know how a live life insurance agent always reminds one of his anniversary and extends his good wishes.

When the doctor announces it is a boy, then is the time to be on the job. Here is the way an enterprising HARDWARE WORLD reader lets the proud father know he has heard the news:

Here's the letter:

"Dear Neighbor:

"So it's a boy! Congratulations! May the little fellow grow like a weed over in the pasture. He may find you folk a bit flustered just now, but things will soon get into smooth going and he will add much joy to the Miles household.

"Getting things done quickly, with a minimum of effort and without confusion, is the big need right now in your home. I wonder if you know how many labor saving devices there are nowadays?

"Take the electric washing machine, for example. It does the washing for the baby and for everyone else in the family without human effort and while a person is taking care of the rest of the housework. Now's the time to put a machine to work for you.

"A little white-enameled bath tub for baby's daily baths. An electric warming pad for the crib. A sterilizer for baby's bottles. Aluminum cooking ware. Perhaps a new, modern range. An electric iron. Aluminum hot water bottle. Flash light. Portable heater to bring up the heat in a hurry.

"These are just a few of the many, many things which are here in this complete, modern hardware store for you. Just pick up your telephone and call 54. We'll do the rest."

With best wishes for the new son,

Yours truly,

Of course, the letter to the parents of a girl baby was worded differently.

If the public were made up of blind people, selling goods would be a very different thing from what it is. We buy through our eyes.

NEW CUTLERY IDEA

One of our Ohio subscribers has a novel idea in selling cutlery. When the invariable question comes as to the edge on the razor or knife, it is settled satisfactorily. A small magnifying glass is handed to the customer and he is allowed to gaze at the knife or razor, and thus get a regular "movie close up" of the edge. This settles all doubts as to whether or not there are any imperfections, and has been found to be a great help in making sales.

SELLS SPORTING CLOTHES

The Phillip Gross Hardware Company, Milwaukee, has a complete sporting goods department, as do many of our subscribers, and clothing is an important factor in making the annual sales large. The store outfits the sportsman, not only with the equipment which he will use, but with whatever he may need in clothing, whether it is a sweater or a tramping or fishing outfit.

Sales are not confined to sportsmen alone inasmuch as many clothing items carried are widely sold to the store's customers for other uses. Such things as wool sox, flannel shirts, coats, leggings, high leather boots, rubber boots, caps, shoes, etc., are just as necessary for outdoor work as for outdoor sport.

HERE'S HOW YOU CAN SELL LAWN MOWERS

A Western dealer recently disposed of every lawn mower he had in stock, after receiving a big shipment, by inserting in his advertisement the following phrase:

> "The long grass in your yard brings uncomplimentary remarks by your neighbors and friends.
>
> "If you phone us—234—we will deliver a lawn mower on your front lawn, and we will send along a man to use it, after it arrives, if you don't have the time.
>
> "This lawn mower will cost you, delivered, $9.50. This man will only cost you 50 cents an hour."

He had previously arranged with a number of unemployed men to keep in touch with his store, by ringing up a short time after the morning paper was distributed, and it wasn't long before lawn mowers and men were going in a steady string.

In fact, the Mayor of the town had contemplated instituting a lawn cleaning campaign, but the hardware dealer's enterprise beat him to it.

Beware lest pride of possession become an obsession.

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You Need this Bamboo Rake for Fall Trade

At least 50 to 100 of them. Many dealers will sell 500 to 1000 or more.

Only Practical Rake made for Lawns — Never clogs.

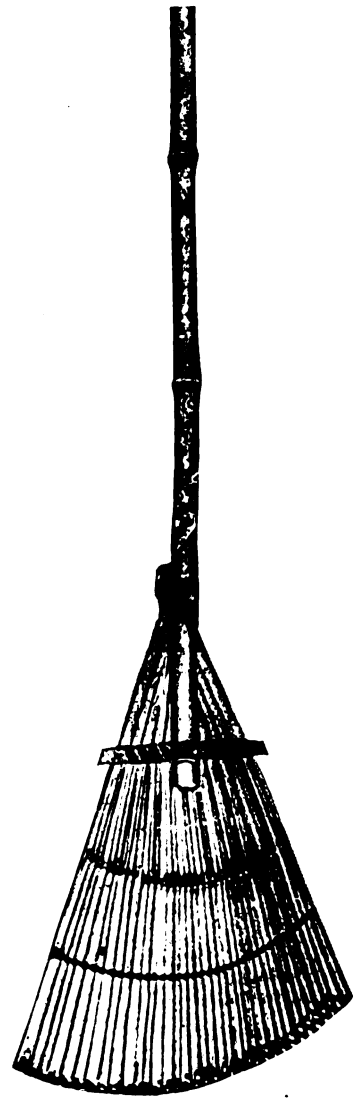
ASK FOR SAMPLE — FREE TO DEALERS AND JOBBERS

Absolutely the Best and Cheapest Lawn Rake made.

Conforms to the unevenness of the ground—Securely made with bolts and well braced.

40,000 Sold every month.

Light, Durable, Easy to Handle. Saves Time and Labor, and a good Profit for the Dealer.



So confident are we that your customer will buy these Bamboo Rakes on sight that we will send a

Sample Free to any Dealer or Jobber.

If your jobber can't supply you, write the Manufacturers Direct.

ADDRESS NEAREST OFFICE

TSUCHIYA TRADING CO.

867 Phelan Building
San Francisco

Manufacturers

1220 Boatmen's Bank Bldg.
St. Louis, Mo.

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℞: Castor Oil for Crank Cases

Dr. Jack Nourse of Kansas City Comes Forward with a New Lubricant Which Is Widely Interesting Motor Public Through Hardware Trade

WE HAVE conferred many titles in these pages, but never before an M. D., or what corresponds to it, a C. C. D. (Doctor of Crank Cases). Therefore it gives us particular pleasure to introduce our readers to Dr. Jack Nourse, specialist on lubricating practice, diagnostician of the ailments of your mechanical systems, from watches to aeroplanes, and profound exponent of castor oil as a cure for wear and tear.

Jack Nourse "eats, sleeps and drinks" oil, according to his own confession. He is a young man, comparatively small in bulk, clean cut and with a tinge of the good-natured South in his voice, which may be native to no more tropical latitude than Kansas City.

Ever since he was big enough to hold a job, Jack Nourse has been an oil man, though as far as we know, he never owned a derrick. Although he's a convincing, fluent talker, he is in no sense a "gusher." He's president of the Jack Nourse Oil Co. of Kansas City, and within the last year has made a discovery and refinement in the refining process for lubricating oils that promises to be revolutionary in its effect.



JACK NOURSE
Started with the slogan "Business Is Good," and has made the words ever more true through his own hard work and original methods.

In proper and confidential proportion, in great steel retorts capable of enormous heat from electric coils, he fuses high grade Pennsylvania paraffine-base mineral oil with pure vegetable castor oil. The two oils are broken up, and then put together again, so that the small globule of mineral oil is coated or insulated with a coating of pure vegetable castor.

During the war pure castor oil was used in aeroplane motors, and its wonderful lubricating qualities under high engine heat conditions were widely known. Castor resists gasoline dilution, with the result that castor oil on the cylinder wall and in the crank case is said to keep its body or "guts" from 50 to 100% longer than ordinary mineral oil, which is broken down by the gasoline dilution, becoming weak, thin, "shot."

Up to the present time, it has not been possible to use castor oil in automobile or tractor motors because of their comparatively lower heat, causing pure castor to gum. Nourse oil with its electric fusion brings the benefits of castor lubrication to the tractor and automobile motor for the first time. The process is patented and the price is "in line."

Nourse Offers Complete Line of Lubricants

With refineries in West Virginia and Pennsylvania and plants in Omaha and Kansas City, the Jack Nourse Oil Co. is now producing a complete line of lubricants, with the new "Ball Bearing Base" motor cylinder oil at the head. In addition there are engine oils, special lubricants for various implements and machines, complete assortments of greases, oil sprays and dips, Neatslene harness oil, roofing cement, sweeping compound and Affinity hand cleaner.

Jack Nourse first came to our notice as manufacturer of Neatslene harness oil in the old buggy and harness days, and the business he developed on this line was large, in double tribute to the superiority of his product and the enterprise of his promotion.

To show that his new product carries the same strength of conviction and assurance of an expert, every container from a pound to a barrel is guaranteed to the extent that a purchaser can take it home and use half. If not satisfied he may return the remaining half at the company's expense with no charge for the portion used.

Distribution of Nourse oils and lubricants is about evenly divided between wholesale harness and wholesale shelf and heavy hardware houses. The company plans extensive advertising and sales promotion work, supplementing the efforts of their distributors and educating the public as well as the trade to the benefits of this new high-grade longer-lasting oil.

Distributed Through Hardware Houses

Among the hardware jobbers handling Nourse oils and greases are the following:

Blish, Mize & Silliman, Atchison; Bonniwell

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A Profit Maker Which Has Had No Upkeep Cost

Back in the year when Theodore Roosevelt succeeded the martyred McKinley, A. G. Black & Son's Company installed a Wayne Pump in the company's general store at Confluence, Pa.

For twenty years, nearly a quarter of a century, this pump has constantly sold gasoline at a profit for its owners. And in that time the pump has never cost a cent for upkeep or repairs. Only at the end of this time did a minor replacement have to be made.

What the A. G. Black & Son's Company has done, you can do, too. These Pennsylvania merchants have found the sale of gasoline profitable. And remember they started when automobiles were a novelty which people said could "never replace the horse."

Now, with the rich trade which automobiles have developed, think of your market for the sale of gasoline. Think how much greater your volume of this business will be today than it could have been in 1901.

A Wayne Pump, of course, will be your choice. In first cost Wayne Pumps may not be cheapest. (Quality merchandise seldom is, as you know.) But where value is measured in terms of long and profitable service, Wayne Pumps are preferred by prudent buyers.

Wayne Tank & Pump Company

777 Canal Street - Fort Wayne, Ind.

San Francisco Office: 631-633 Howard Street.
Canadian Tank & Pump Co., Ltd., Toronto, Ont.

An International Organization With Sales and Service Offices Everywhere

REG. U.S. Wayne TRADE MARK

WAYNE MAKES

Measuring Pumps,
Storage Tanks (from 20 to 20,000 gallons).
Air Compressors,
Oil Burning Systems,
Furnaces and Forges,
Oil Filtration Systems
and
WAYNE RAPID-RATE WATER SOFTENING SYSTEMS
(Borrowman Patents)

HONEST MEASURE PUMPS

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Calvin Co., Kansas City; Brown Camp Hdwe. Co., Des Moines; Burlington Iron Store Co., Burlington; Colladay Hdwe. Co., Hutchison; Crancer Hdwe. Co., Leavenworth; Drake Hdwe. Co., Burlington; Dunham, Carrigan & Hayden Co., San Francisco; Faeth Co., Kansas City; Harbison Mfg. Co., Kansas City; A. J. Harwi Hdwe. Co., Atchison; Haw Hdwe. Co., Ottumwa; Henry Robinson Hdwe. Co., Omaha; E. K. Larimer Hdwe. Co., Cedar Rapids; Klostermeier Hdwe. Co., Atchison.

Larson Hdwe. Co., Sioux Falls; Lee Coit Andreeson, Omaha; Lee Hdwe. Co., Salina; Lininger Impl. Co., Omaha; S. R. & I. C. McConnell, Burlington; Massey Iron Co., Wichita; Omaha Baum Iron Co., Omaha; Paxton & Gallagher, Omaha; Prussia Hdwe. Co., Fort Dodge; Richards & Conover Hdwe. Co., Kansas City; Richards Conover Hdwe. Co., Oklahoma City; Robinson Heavy Hdwe. Co., St. Joseph; Ross Frazer Co., St. Joseph; Stowe Supply Co., Kansas City; Tenk Hdwe. Co., Quincy; W. A. L. Thompson Hdwe. Co., Topeka; Townley Metal & Hdwe. Co., Kansas City; Wright & Wilhelmy Co., Omaha; Wyeth Hdwe. & Mfg. Co., St. Joseph.

Dan Amsden Western Representative

Merchants in the West will be interested to learn that Dan C. Amsden, formerly of Dan's Hardware Store at Dinuba, is Western representative of Mr. Nourse, co-operating with Dunham, Carrigan & Hayden Co., exclusive Western distributors. Mr. Amsden was always known as a live rustler. It is interesting to learn that Mr. Nourse first met him through an article reprinted from the HARDWARE WORLD, which told of his enterprise as a retail merchant. For the last two years he has been with Mr. Nourse at Kansas City and has followed the development of the new oil carefully from the start.

Maurice Deyo, a well-known hardware man of New York and Newark, N. J., passed away recently of pneumonia at his home at Orange, New Jersey.

He had been engaged in both the wholesale and retail hardware business for a number of years with Guilford Dudley of Poughkeepsie, N. Y.; R. K. Carter of New York City, Weed & Co. of Buffalo, N. Y., and Crane & Milligan of Newark, N. J.

He had held positions of trust and responsibility and was well liked by his business associates, and his passing will be learned of with sincere regret by every one with whom he came in contact.

God gave man two ears, two eyes and one mouth — to listen and see twice as much as he speaks.



REPRESENTS BILLINGS & SPENCER

Lewis M. Gardner, newly delegated representative of the Billings & Spencer Co. in the western territory, is now making his rounds of the trade for the first time, and we are glad of this opportunity to introduce him to those who know the "Triangle B" pliers and wrenches, yet have not had the pleasure of meeting the new representative.

Mr. Gardner takes up the work that Wm. H. Stanley has hitherto so ably performed, in representing the interests of the company in the West. The great increase in the use as well as in the variety of the Billings & Spencer line, and the pressure of other interests of Mr. Stanley's have necessitated the appointment of Mr. Gardner.

With two brothers who are also sales executives for Billings & Spencer, one at Chicago and the other at Ft. Worth, Mr. Gardner has an ample background and counsel on which to draw. His original home was in Georgia, but he found his way to Hartford and was trained in the plant on the mechanical features of the line. After two years' war service, with 17 months in France, he returned to Billings & Spencer and has since handled sales in the South Atlantic States, in the vicinity of his old home.

This is the age of progress. The dealer who invents something new or timely; springs a surprise or does something to tickle the popular fancy has success eating out of his hand. If it were not so trite it would be appropriate to repeat that familiar quotation about the man who makes a better mousetrap than his neighbor and has the world beating a path to his door.

Success depends upon backbone, not wishbone.

Every child comes into the world endowed with liberty, opportunity, and a share of the war debt.

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"Obviously Better"

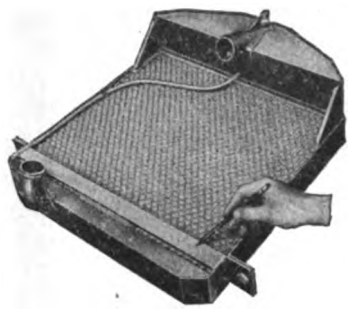
A moment's inspection of the Atlas will convince you of its worth. The construction is so plainly all quality—the finish is so far above that of the average radiator.

And a few weeks' test will prove that the quality goes clear through. You'll find that it cools an engine more quickly — that it withstands freezing better — that it stands up under road shocks longer. You'll agree with us that it's obviously better.

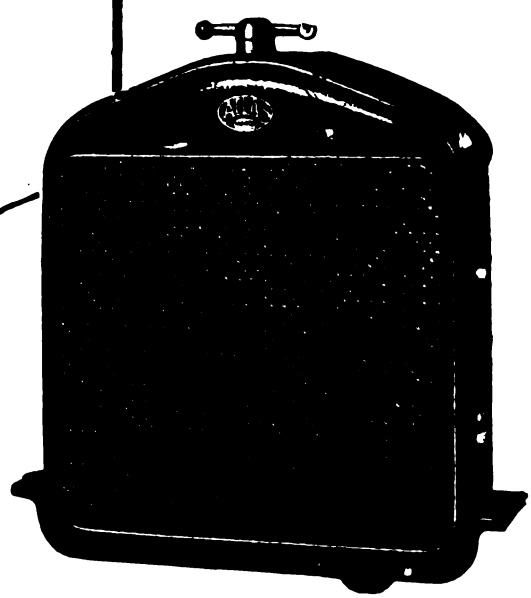
Send in your order today.

ATLAS RADIATORS
FOR FORD CARS

PRICE
$20.00



The Atlas Radiator is built around a special steel cradle of patented construction. This cradle actually ties the Ford frame together, minimizes the damage from road shocks and gives the Atlas its longer life.



STEIDLE MFG. CO.
CINCINNATI, OHIO

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Self-Starter With Starting Cranks

A Heart-and-Soul Salesman Who Makes Calls on Sunday, Works Twenty-four Hours a Day, and Takes Orders in the Smoker.

—"I'd put a girdle round about the world in forty minutes."

SUCH was Puck's promise to the fairy queen Titania, but Shakespeare leaves no authentic proof of the actual performance of this stupendous bit of dressmaking.

At any rate, we know it would take a "fast worker" to do it.

When people got interested in testing out Jules Verne's fancied journey "Around the World in Eighty Days," they found that the trip could be accomplished in half the time.

We now propose a contest in 40-minute "world-girdling," and as our candidate we confidently enter Inglish Horckitz, sales manager of the Sterling Products Corporation of St. Louis, with a record for fast traveling, a habit of concentration and an indomitable spirit—one of the most promising all-around "girdlers" it has been our pleasure to meet.

Let us suggest his qualifications:

The principal product of the Sterling Products Corporation is starting cranks, and by attraction and the power of suggestion, Mr. Horckitz is a "crank" at "starting" things — and then finishing them. It is a significant fact that over 50 automobile manufacturers use Sterling starting crank handles as standard equipment on their cars. That accomplishment took a lot of first-class "girdling."



INGLISH HORCKITZ,
Sales Manager, Sterling Products Co., of St. Louis, who could give a fine course of lectures on salesmanship and whose enthusiasm and resource quickens those with whom he comes in contact.

The renewal and replacement business on automobile cranks is surprising, and at the present time Mr. Horckitz is conducting a campaign to show automotive jobbers and parts supply houses what an opportunity they are missing in allowing the wrecker and so-called illegitimate distributor to handle this replacement item. More "girdling."

There are other items in the Sterling line, the sale of which Mr. Horckitz directs: piston rings, air compressors and the Kamp Kompanion all-steel open-fire pot rack and support—the company's newest item. Our sales manager aims to visit every distributor and outlet for the company's products at least twice a year. Even while traveling, he keeps in constant touch with the main office by long distance telephone or radio. This takes very active "world girdling."

Called the Aeroplane Salesman

When Mr. Horckitz used to travel a regular territory, selling Inland piston rings, he was hailed by the executives as the "Aeroplane Salesman," so miraculously fast did he speed over the territory under him. Yet it was not speed bought by skimping or shirking.

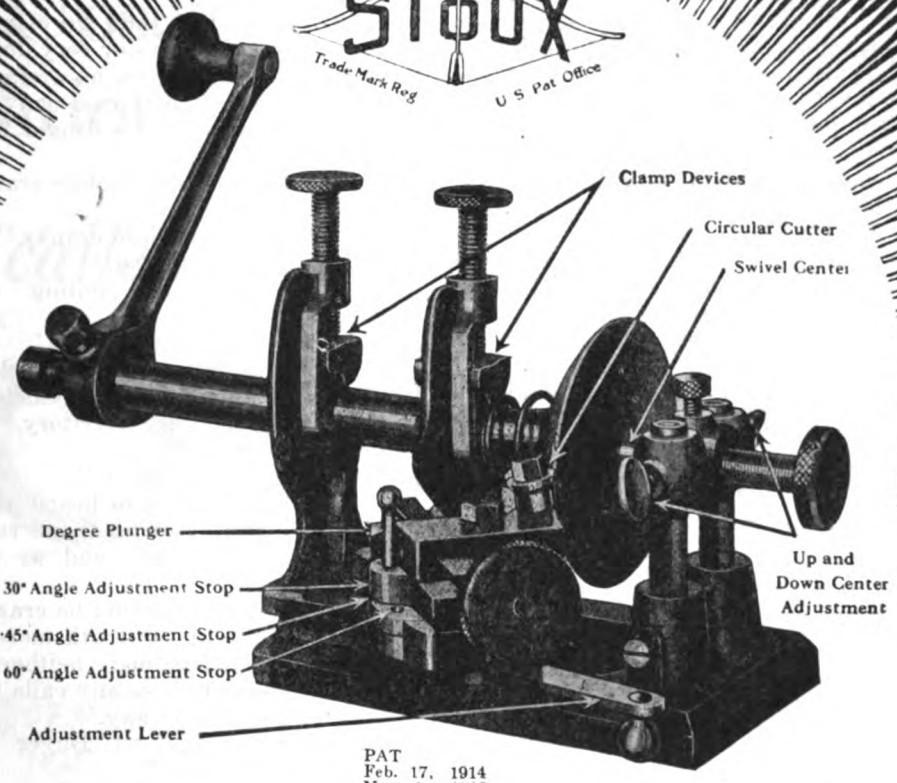
Mr. Horckitz is the sort of fellow who will make two or three calls on Sunday, if he can find a store open or if he knows the buyer well enough to look him up. Many a time he has arrived at a city in the early evening, in time to call on merchants who chanced to be open, present himself, and pave the way for a quick, confident sale the next morning early.

Often on the train he makes a friendship or happens on a "lead" that directly or indirectly makes a sale. He recalls one instance: with a 24-hour journey before him, he found that a jobber's buyer was on the same train. He had once sold this man a small order, but had never been able to make a second sale. The subject was quickly worked around to piston ring stocks, and before the journey ended Mr. Horckitz had the dotted line occupied under a $1000 order.

Among his other present duties he handles the company's advertising and sales promotion. Often an idea will come to him at night, perhaps as he is awakened or disturbed in his sleep. He will rise, set down his idea, perhaps return to sleep or perhaps work on, right through.

While he is traveling he has but one thought in his mind — his business. On his return he knows that his good wife and happy home await him, and it is these hours, and the vacations every year when all is put aside, that compensate and recompense the sustained hard work and concentration when he is traveling on company business and time only.

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PAT
Feb. 17, 1914
Nov. 20, 1918
Others Pending

SIOUX VALVE LATHE

The Little Tool for the Big Job

Refaces any 30, 45 or 60 degree angle valves from 1⅜ to 4½ in. in diameter! With this Sioux Valve Lathe your shop will be equipped to handle the big valve-grinding jobs THE STANDARD Sioux Way.

ACCURATE. The Sioux Valve Lathe is more accurate than a machine lathe. All of its adjustments are accurately and permanently built into the tool. Changing the 30°, 45° or 60° angles is merely a matter of changing the degree plunger from one adjustment stop to the other. When the adjustment lever is closed down against the tool it is impossible for the cutter to get out of line, no matter how heavy the job.

SELF-CENTERING. Any novice can operate the Sioux Valve Lathe. The swivel-center device insures automatic self-centering of the up and down center adjustment against the valve. The two clamp devices hold the valve stem from jumping or moving out of alignment.

ROUND CUTTER. The round cutter, because of its shape, cuts a positively smooth face on any steel or cast iron valve, without shattering or leaving ridges. Its circular shape gives unlimited cutting edge, and since it is adjustable and moveable it has the life of at least ten ordinary cutters.

FULL EQUIPMENT. The Sioux Valve Lathe comes supplied with the proper springs for handling all sizes of valves, also with two cranks—one for small valves and one for large ones. This lathe will fasten permanently to a bench, or fit in a vise.

Sold by All Live Jobbers

ALBERTSON & COMPANY, Sioux City, Iowa

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Active Duty in the Marine Corps

As a boy in his 'teens, Inglish Horckitz left his native home in St. Louis and enlisted in the Marine Corps, where he saw active service on the U. S. S. Olympia at the time of the Russo-Japanese war. Returning to St. Louis at the end of his enlistment, he plunged into sales work, married and settled down. It is from here as a base of operations that his great jumps and trade conquests radiate out over the country. One month he is in Portland, Maine, and the next in Portland, Oregon.

For some years Mr. Horckitz was connected with the sales department of the Inland Machine Works. In fact, the Sterling Products Co. includes many of the former executives of the Inland piston ring makers, including "Jack" Flammang, now vice-president and chief engineer of the Sterling Corp.

So we enter the name of Inglish Horckitz as undisputed "Girdler of the World," and until his election is disputed we announce him as unanimously elected.

A REVOLUTIONARY METHOD OF SELLING SHOTSHELLS

Another big forward step in service to the jobber, the dealer and the consumer is announced by the Remington Arms Company, Inc.

This new and better service in loaded shells—the new Remington Game Loads—means briefly this: Heretofore shells have been loaded, bought and sold on a basis of hundreds of different combinations of powder and shot, meaning a badly mixed stock for the dealer, a large investment, a slow turnover and difficulty in finding the right load quickly for the retail customer who is in a hurry.

Remington has changed all this—out of the experience of 60 years in the scientific development of ammunition—60 years of intimacy with sportsmen all over the world—producing loaded shells to meet every practical shooting condition in the field and at the traps.

The combinations used in these new Remington Game Loads represent about 80% of the loads used by the sportsmen in this country. They are loaded with the highest grade of American powders, the finest in the world today—the best of shot, wads and primers in the famous "Nitro Club" Wetproof shell. They are designed by Remington, made by Remington, backed by the Remington reputation and the Remington guarantee. They cover every shooting requirement—the right load for each purpose. Under these nine Remington game load labels are 20 different loads—nine in 12 gauge including one trap load, five in 16 gauge and six in 20 gauge. A picture of the game bird or animal for which the load is intended is shown in full color on the front panel of each box label. For instance, on the box containing the new Remington Duck Load is a picture of a duck and the caption "Remington Duck Load," and at the left hand side of the front panel are the words "Also for Pheasant." The various labels are cross-indexed in this way for the convenience of the retailer and the consumer.

When a sportsman comes into a store for shells there is no delay in waiting on him, no question as to what he should have, no looking through the labels of a big assortment. The customer knows what kind of game he is going after, and the kind of load he requires is indicated on the box by the picture and name of the game. Each game load label also contains the gauge of the shells and size of shot in large, easily readable type.

Not only do these new game loads simplify buying, arranging stock and selling loaded shells but they mean brighter, snappier looking shelves and attractive window displays. Investment is decreased, turnover is increased and greater service is rendered to the trade and the consumer.

The new Remington game loads are furnished exclusively in "Nitro Club" Wetproof Shells and chilled shot.

MANY JOBBERS NOT AWARE OF OPPORTUNITIES

How true it is that we often overlook the opportunities at our very doors on such everyday commodities as a crank. If you doubt it, here is a typical conversation:

"Good morning, Mr. Buyer."

"Good morning."

"I am selling automobile cranks."

"Selling what?"

"Selling automobile cranks."

"What do you mean?"

"I mean I am selling automobile cranks."

"Well, you must be one."

"Now, in all seriousness, Mr. Buyer, there is a demand for automobile cranks, right in your very territory, and a big demand at that."

"I never heard of it."

"Well, whether you heard of it or not, we are manufacturing them, running our plant day and night, and we are selling them, too."

"Why man, you must be crazy."

"I never told the truth more plainly."

"Well, my dear man, neither I nor any of our salesmen have any calls for cranks, and we don't want any."

"Good morning, Mr. Buyer."

"Good morning."

This happens almost every day.

And it happened right in that jobber's own state; our factory has made a contract with another jobber to take 30,000 of our cranks this year.

They say cranks can't be sold; there is no demand for them; never heard of any call for them —

Well, Mr. Jobber, there are none so blind as those who will not see.

Casper Supply Company of Casper, Wyoming, of which E. A. Moore is manager, carry a stock approximately of $60,000 to $75,000 automobile accessories, which they are selling to the garage trade.

Their sales force covers the entire state of Wyoming and a part of Nebraska, being exclusively wholesale. They report a good outlook and expect to keep busy the balance of the year.

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A New Tire Chain that Upsets a Tradition



It is called

OFF'N'ON

It can be put on and taken off in a hurry. It has removable cross chains that can be replaced anywhere, anytime by anyone, without pliers or other devices—and in an instant.

It has a positive locking device that takes up the slack in the side chain, thus saving wear on both tire and chain.

Because of these unusual and modern features the OFF'N'ON Chain is a big profit-maker for jobbers and dealers. ***And it costs no more than others.***



The Positive Lock

The patented lever lock, illustrated above, makes it easy to put them on and to take them off. It takes up slack, thus saves wear on tires and chains alike. No lost chains — no loose chains. OFF'N'ON has a positive locking device.

The patented slip-on link, shown at right, makes it easy to take off worn-out cross chains and put on new ones. A child can do it. OFF'N'ON Chains, with these special devices, cost no more.



The Slip-on Link

Write us for further particulars giving the name of your jobber

PYRENE MANUFACTURING COMPANY

Makers of Pyrene Fire Extinguishers

520 Belmont Ave., Newark, N. J.

Branches:

CHICAGO—17 So. Jefferson St.
ATLANTA—24 Nassau St.
KANSAS CITY—1712 Grand Ave.
SAN FRANCISCO—977 Mission St.

Old Firm At New Address

IF YOU have occasion to address Hughson & Merton, Inc., at their San Francisco office, remember that this organization is now located at 1495 Market street. Due to a fire, which gutted the former office at No. 9 Main street several months ago, the firm was at first temporarily moved to the William L. Hughson building at the new address.

The location was found to be so convenient, and the near presence of Mr. Hughson so convenient and advantageous, that permanent and spacious offices have been prepared and the parent organization will henceforth be located under the wing of the flourishing offspring.

Hughson & Merton, Inc., is one of the pioneer firms of manufacturers' agents and was organized in San Francisco in 1892 by William L. Hughson and Lewis B. Merton. They withdrew their interests with the Geo. F. Eberhard Co. to open the business on their own account.

They started in the usual primitive way, but they had confidence in themselves, and their previous customers had confidence in them, so that their growth has increased year by year, until this year they are celebrating their 30th anniversary. From the start they represented hardware accounts, catering exclusively to the Western jobbers. With the advent of the automobile industry they added accessories to their lines.

Their policy has always been to handle products of the manufacturers they represent to the jobbing trade. During these thirty years, and owing to the continual growth of business in the West, they have found it advantageous to open branch offices in Los Angeles, Portland and Denver. A. G. Fox is in charge of the Southern territory; J. I. Clawson is at Portland, Ore., and travels Oregon, Washington, Idaho and Montana, while L. B. Putnam, located at Denver, looks after Colorado, Utah and Wyoming.

In the San Francisco office, Mr. Hughson is again taking an active and personal interest, having two capable men looking after the hardware and automobile accessory lines in Fred G. Wigmore and Walter A. Scott, both well and favorably known among all the jobbers and buyers in San Francisco. Robert Pertz specializes with the Florence Manufacturing Co., an account Hughson & Merton have represented for almost the entire time they have been in business. Wm. Schimper & Co. has recently been added, and he makes three trips a year from Denver west.

Mrs. Josephine G. Merton, widow of the late Lewis B. Merton, who passed away five years ago, is now in the San Francisco office. She will be remembered by the oldtime buyers, she having pioneered with this firm, entering their employ in their infancy.



WILLIAM L. HUGHSON,
President and General Manager, Hughson & Merton, Inc., and one of the leading figures in the hardware, accessory and automobile trade of the West for over 30 years. After Mr. Hughson had established his name as representing the best interests of the hardware business, he saw the possibilities at the very dawn of the automobile era. His connection with both industries has been active, and he is looked to as a leader and an ever-youthful pioneer by his countless friends in both branches.

CASH BUSINESS PAYS

Editor HARDWARE WORLD:

We are enclosing you some samples of our advertising which we have been doing and which has brought us excellent results. This class of advertising we do each week through our local papers, and about once each month we mail some direct advertising to our trade.

We are doing a strictly cash business, handling stoves, housefurnishings, victrolas, grafanolas, sporting goods, paints, electrical supplies, sheet metal work and plumbing in addition to regular hardware lines.

In doing a strictly cash business, we find we can do it much more satisfactorily both to ourselves and to our customers, than when we were doing a credit business.

LAMM HARDWARE CO.,
Afton, Okla.

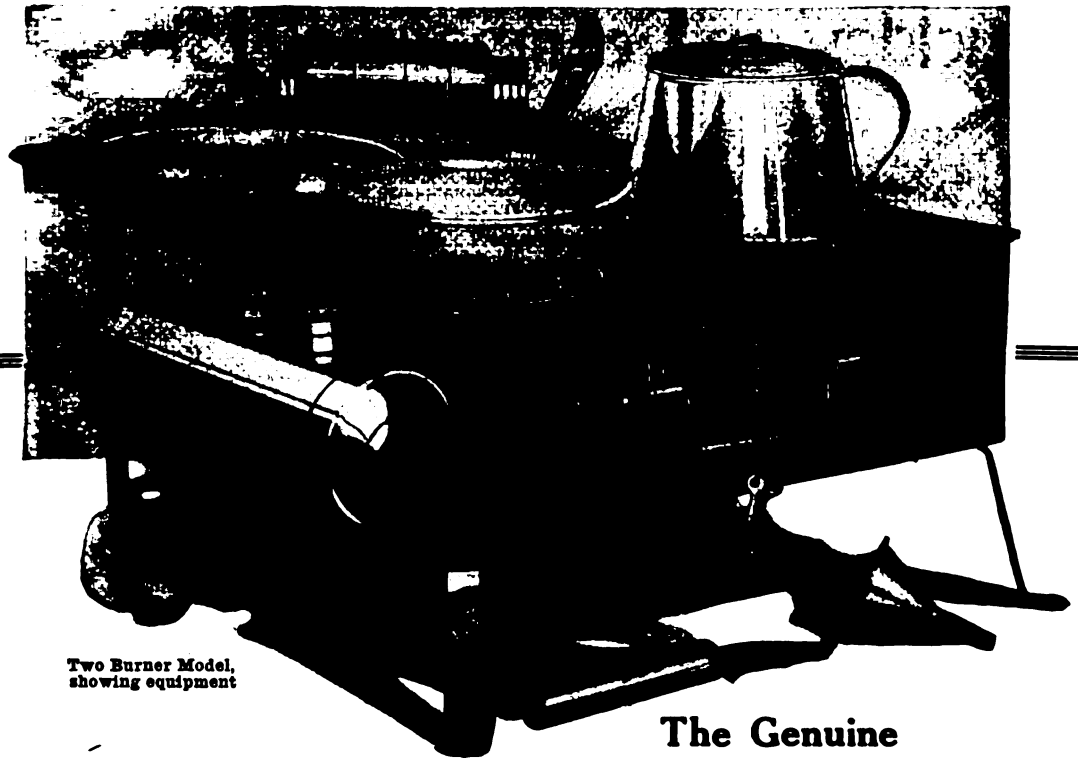
At the first of the year, Mr. Lamm sent a letter to his customers explaining how he could serve them in a far better way, and furnish goods for less by changing to a cash-as-you-buy system, eliminating a large expense in keeping books, collections, and matters incidental to doing a credit business. He promised the savings he made would be reflected in his prices, and finds an increasing business as a result of going on a cash basis.

THE WORM TURNS

It took a Tiffin, Ohio, tailor to win over one of his local automobile repairmen to the "flat rate" service charge system. The method was simple, too. The tailor had been having automobile trouble and certainly had been paying for it in minutely itemized bills. Then the opportunity for reprisal came when the garage man brought in a suit and wanted a button sewed on. The tailor sewed on the button all right, and then sent the garage man a bill. It read:

To sewing on button, 15c; thread, 3c; button, 6c; labor, one-fourth hour, 30c; removing old thread, 7c; labor, one-eighth hour, 15c; needle, 2c; beeswax, 1c; knotting thread, 2c; labor, 10 minutes, 20c; total, $1.01.

To master circumstances, first master your work.



Two Burner Model, showing equipment

The Genuine

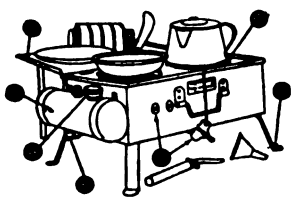
KAMP-KOOK-KIT

is *brown* with a solid *brass* tank

THERE are many camp stoves, kits, etc., on the market but only **one** Auto-Kamp-Kook-Kit. The stove that is universally in demand, so extensively advertised, and guaranteed to give lasting satisfaction is attractively enameled a rich **brown** color and has a **solid brass tank.**

Don't be misled by similar sounding names or stoves of similar design, but demand the **genuine.** Auto-Kamp-Kook-Kit has features found on no other stove, and many thousand staunch friends. If you haven't the sturdy little "brown and brass" stove in your camp equipment stock, write or wire us today.

SOME EXCLUSIVE FEATURES WORTHY OF COMMENT



A. Patent pressure gauge enables you to control air pressure perfectly.

B. Warming plate keeps food warm and prevents dishes from becoming upset.

C. Large, well made grates, exactly like those used on a gas range.

D. Flame regulators operated by a key, giving a cold handle at all times. Key attached by a chain to prevent loss. Master burner generates both burners at once.

E. Legs are quickly detachable and pack inside with all equipment.

F. Cinch fitting elbow connecting feed pipe to tank eliminates all possibility of leakage at this point.

G. Brass tank adds years of life to the stove.

One Burner Kit	$ 8.50
Two Burner Kit, equipped	15.50
Two Burner Kit, unequipped	13.50
Three Burner Kit, equipped	24.50
Three Burner Kit, unequipped	22.50
Auto-Kamp-Kook-Oven	4.50
Two Party Suit Case Outfit	25.00
Four Party Suit Case Outfit	42.00
Six Party Suit Case Outfit	45.00
Auto-Galley-Kook-Kit	20.00

Send for illustrated circular describing complete line

PRENTISS-WABERS STOVE CO.

General Offices and Factory
18 Spring Street, Wisconsin Rapids, Wisconsin

REPRESENTATIVES

Chicago, Ill.
Mr. W. Al. Treat, 190 N. State St.

Los Angeles, Cal.
Mr. Harry M. Waterman, 1311 S. Figueroa St.

Dallas, Texas
Mr. Geo. E. Vickers, 411 N. Mont Clair St.

Portland, Ore.
Mr. F. H. Chown, 1121 Gasco Building

Denver, Colo.
Sprake Sales Co., 304 Charles Building

New York, N. Y.
Mr. Chas. G. Johnston, 98 Park Pl.



(To readers of the HARDWARE WORLD. Mr. Buckley is always glad to furnish free legal advice on current problems that vex them in their own business. Any dealer desiring this special service is invited to state his case clearly and briefly in a letter to the HARDWARE WORLD; a careful reply prepared by Mr. Buckley will be forwarded him as promptly as possible.—Editor.)

A USEFUL PROTECTIVE MEASURE

(Copyright by Elton J. Buckley)

The question raised by the following letter might arise in the experience of any business man who deals with salesmen:

Colorado.

About one year ago we bought two oil stoves, fully guaranteed in every respect. One of these stoves we put out four different times and it would not stay sold. We wrote the company at this time asking that their representative call. This they failed to do, for the reason that business was quiet and they had no travelers working at that time.

Later in the fall a representative called and we took him out to see the second stove, which was not giving proper satisfaction, and which he admitted was not, and agreed at the time to return this stove to the factory and send another improved model in its place at a reduced price. He also stated that we should return the second stove, which we had and if the stove received in exchange for the first one was satisfactory, it was optional whether or not we bought more stoves, but he would like for us to buy at least two more stoves to take the place of the ones returned.

This traveler reported to his company that everything was satisfactory and that the two stoves were returned for repairs only. We wrote them stating that this was not at all according to agreement and that we could not accept stoves, as it was not our understanding that they were to be repaired and returned to us. Later they shipped us these stoves and we have refused to accept them from transportation company.

Are we following the proper course and can they make us pay for these stoves? M. H.

In every line of business there are occasional salesmen who cannot be trusted, either by their employers or their customers. In the above case the salesman apparently made one deal with the customer, and told his employer he had made another much more favorable to him. This seems to be at the bottom of most such difficulties—the salesman, desiring to please everybody, is all things to all men, so to speak. He makes one deal with one man and another deal with the other.

How can a man protect himself against such possibilities? Take the case cited above. This correspondent made a perfectly good and fair settlement with his seller, through the latter's salesman. On the strength of this settlement the correspondent ordered two new stoves, to take the place of the old ones, which had been paid for. The salesman tells his employer, however, that the old stoves were being returned for repairs and that the customer wanted to buy two new ones. So the new stoves go forward and the seller demands the price. In time I suppose the two old ones will come along also.

For the comfort of this correspondent I will say that I believe he has a perfectly good defense to any action which may be brought against him for these stoves. All he will need to do, if sued, is to relate the circumstances, and the jury will probably believe him. This is not a case in which a buyer is prevented from telling of verbal arrangements with salesmen by a clause in a contract that "verbal understandings and arrangements are waived." That is, it is not unless this correspondent has signed something in the form of an order which contained something of this sort.

Now to get back to the main question, how can a business man prevent himself from being double crossed in this way? There is one way which I have advised many clients to use, and which has worked exceedingly well. In a nutshell, it is simply to write the salesman's employer, before he has time to ship anything or do anything, your version of the transaction. That serves him with notice which he cannot disregard. For instance, in the case cited, after the deal was made with the salesman I should have at once addressed a letter to the employer, saying, "We have just adjusted the difficulty over the two oil stoves through your Mr.———, as follows: We are to return the two defective stoves and you are to ship two new ones in their places without expense to us. In pursuance of this arrangement we shall at once ship the two stoves to you." If this had been done this mix-up could not possibly have happened. I know business men who follow this plan in all sorts of ways and avoid a lot of trouble by it. Before anybody can ship anything or claim to be deceived or misled by an order which omits part of the transaction, the buyer is right there with his version and if the seller goes forward with the deal, he does it subject to the conditions served on him by the other party.

For instance, to show how this works, the other day a dealer signed an order for certain goods to be shipped by a certain date, and gave it to the seller's salesman. An hour after the

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AMERICAN KAMPKOOK

THE IDEAL CAMP STOVE

Here is a camp stove you can sell wholeheartedly — one you can back with all your enthusiasm. For every Kampkook you sell stays sold; there are no comebacks. And every Kampkook you sell means the sale of another for every Kampkook user is a Kampkook booster. More than a quarter million motor tourists and campers, many of them sportsmen of national reputation, use the Kampkook and recommend it as the one satisfactory solution of the camp fire problem.

The Kampkook is handy to carry, easy to operate, burns motor gasoline, is wind proof, safe anywhere and sells at a popular price.

National advertising will send customers into your store. Are you ready to supply them? Your jobber has Kampkooks in stock.

Full information about our complete line of Kampkooking appliances sent on request.



Kampkook No. 3

The popular size, sells at $7.50; with brass case $9.50. Large size $8.50; three burner size $12.00.

Write for Free Helps

Imprinted folders, window and counter cards, newspaper plates, movie slides, cuts, etc, sent to **dealers on request. Write for pamphlet on free sales helps.**

All Kampkooks fold up like a miniature suit case with all parts including tank packed inside the case, protected against loss or breakage. No. 3 folded **measures 3½ x 9 x 15 inches.**



It's All Inside

AMERICAN GAS MACHINE CO., Inc.

Factory, Albert Lea, Minn.

Eastern Office and Warehouse . . . . . 78 Reade St., New York, N. Y.

Digitized by Google

salesman had gone he decided that he could not possibly take them in so soon, and was at a loss what to do for a moment, but later remembered that the salesman was to visit a certain neighboring town that afternoon. Later in the day he reached him by telephone and asked if the shipment date could be extended about six weeks. The salesman finally said it could. "Will you change it on the order?" asked the buyer. "I can't do that, I've sent the order in," was the reply, "but I'll write the house and fix it all right."

Now, if the salesman didn't write the house and fix it all right, the goods would come along six weeks before the buyer wanted them. In this case he would have been very much embarrassed. He therefore, when he finished his talk with the salesman, wrote the house the following letter:

This date I gave your salesman, Mr. ————, an order for ———— for shipment June 1st to 10th. I have found it necessary to extend the date of the shipment and have just talked to Mr. ———— and asked him to mark the goods for shipment August 1st. He has agreed to do so and to write you to that effect, as he sent the order in to you before I talked with him. To make sure I also advise you.

Please acknowledge this letter.

I commend the careful application of this plan to cases where a deal has been made which depends upon the salesman's verbal word or upon verbal representations made between the buyer and some representative of the seller.

Do You Want Good Western Sales Representation?

Sales organization of six years' standing, covering the Pacific Coast jobbing trade, can represent two or three additional manufacturers with representative products sold through the hardware trade. Best references from the trade, banks, and manufacturers we have represented.

GRAF SALES CO.

Williams Building, San Francisco

GIVE CUSTOMERS THE "GLAD HAND"

One of the best ways to make steady customers is by cultivating the casual shopper who drops in once or twice.

Don't hesitate to invite him to call again. Get his name if you can and remember it.

The reason why many stores do not increase their steady patronage faster is because they treat every newcomer as "one of the crowd" that comes and goes. Their manner, though it may be courteous, seems to say, "We never saw you before and wouldn't know you if you called again."

Human beings like to be recognized as individuals.

One merchant we know thanks every first caller for his patronage and hands him a neatly printed card on which is stated the service policy of his store. That gets him many new, steady patrons.

"One very healthy condition has grown out of our method of advertising," says this merchant. "Our customers have become unaccustomed to bargain hunting. They appear to know that they can get what they want when they want it and at a correct price. Baits or bargains do not have the same drawing power that they used to have, but a constant business that is always growing keeps our cash receipts larger now with lower prices than they were a year ago when prices were high."

DEATH OF GEORGE BOOLE

The many friends of George Boole were greatly shocked last month to receive a telegram announcing his sudden passing. During April and May Mr. and Mrs. Boole paid quite an extended visit to their Southern friends, and at that time he seemed to be in the best of health and spirits and was looking forward to a happy summer at his home.

George Boole, when a young man, entered the employ of Dunham, Carrigan & Hayden Company. His intelligent, energetic efficiency won its reward and in a few years he was one of their department managers. Having the opportunity of acquiring a substantial interest in the Union Hardware & Metal Company, he was for many years one of the leading spirits in that institution.

Again receiving a flattering offer from the Schwabacher Hardware Company, he moved to Seattle and managed that business successfully for a number of years. Fortune again presented the opportunity of advancement and he became president of the Western Hardware & Metal Company, maintaining that position until some months ago, at which time he sold his interest to the A. M. Castle Company of Chicago and retired from active business.

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Mr. Dealer:

INCREASE YOUR CAMP BED SALES ON SOLID FOUNDATION

Sell a camp bed that you would buy yourself, one that offers real comforts, that is practical, substantial and actually meets camping requirements.

MUSSO BEDS

do this and—



Standard Two-Party MUSSO outfit with feather mattress, full-size bed and special spring.



Special MUSSO bed with skirt attached allows two people room to cook and eat under cover also.



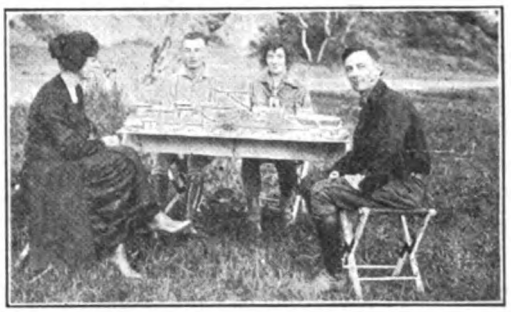
New MUSSO food box used in connection with car. Galvanized inside and black enameled outside. Contains cooler safe and water pan besides compartments.



MUSSO 4-party outfits provide two full-size double beds for 4 persons. Rolls up to fit the running board.



The new MUSSO food box opens to make a dining table large enough for 8 people.



MUSSO food box used independent of car.

MUSSO BEDS

appeal to the practical camper of experience. They bring **continued repeat sales.**

Send for Our Dealer Proposition

Be prepared to show them MUSSO BEDS. Don't force them to look elsewhere.

MUSSO OUTING EQUIPMENT CO.

190-192 West Santa Clara Avenue - - - San Jose, California

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SOME THOUGHTS FOR JULY 4

"We hold these truths to be self-evident; that all men are created equal; that they are endowed by their Creator with certain unalienable rights; that among these are life, liberty and the pursuit of happiness; that to secure these rights, governments are instituted among men, deriving their just powers from the consent of the governed."

—Declaration of Independence.

"The unity of government, which constitutes you one people, is now dear to you. It is justly so, for it is a main pillar in the edifice of your real independence, the support of your tranquility at home, your peace abroad; of your safety; of your prosperity in every shape, of that very liberty which you so highly prize."

—Washington's Farewell Address.

"The taxes are, indeed, very heavy, but if those laid on by the government were the only ones we had to pay, we might the more easily discharge them; but we have many others, and much more grievous to some of us. We are taxed twice as much by our idleness, three times as much by our pride, and four times as much by our folly; and from these taxes the commissioners cannot ease or deliver us by allowing an abatement."

—Benjamin Franklin.

"Equal right to the use of our own faculties, to the acquisitions of our industry, to honor and confidence from our fellow-citizens, resulting not from birth, but from our actions and their sense of them; equal and exact justice to all men of whatever state or persuasion, religious or political."

Thomas Jefferson.

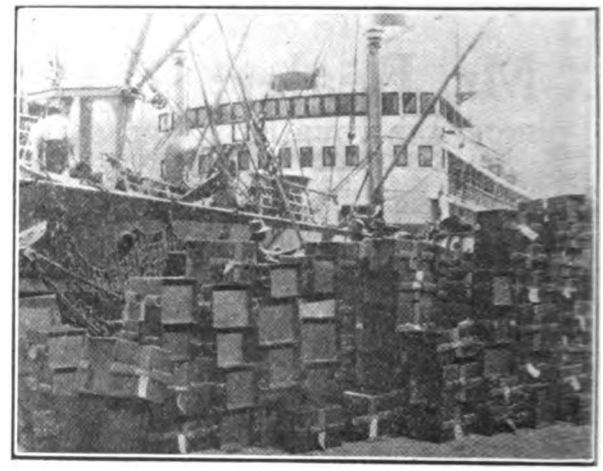
"The chief factor in the success of each man — wage-worker, farmer and capitalist alike—must ever be the sum total of his own individual qualities and abilities. The slightest study of business conditions will satisfy any one capable of forming a judgment that the personal equation is the most important factor in a business operation; that the business ability of the man at the head of any business concern, big or little, is usually the factor which fixes the gulf between striking success and hopeless failure. Each man must work for himself, and unless he so works, no outside help can avail him."

Theodore Roosevelt.

A "SMART" SPEAKER

A speaker at an Ohio Dealers' Convention who thought very favorable of his own tactfulness was asked to deliver an address, and started as follows:

"My friends, I shall not call you ladies and gentlemen; I know you too well."



GOOD-SIZED CARGO OF DRIPPING PANS

When the Budke Stamping Co. of Canonsburg, Pa., first started to ship dripping pans and their "Budke Blue" stove pipe and elbows for the far western trade, it is the tradition that they were carried across the continent by ox teams to supply the Pacific jobbers.

With the improvement of transportation, many a carload has been shipped by rail. It remained for the Company's hustling, enterprising representative, Thos. M. Gardiner, to arrange for a shipment by steamer via the Panama Canal. Here we see the vessel unloading her cargo, including a large shipment of dripping pans for the Company's western jobbing customers.

Mr. Gardiner is one of the hardest workers among the western manufacturers' representatives, and his popularity, his enterprise and the results he shows for his principals are only exceeded by his good nature. He has adopted as a slogan, "My customers are my stock in trade. Their interests are my interests."

MAKE JOBS FOR SETTLEMENT WORKERS

Settlement Worker: "Is your husband a steady worker?"

Mandy: "Well, it's dis way. When dat man hab nothin' to do, he shure am steady, but when he done got a job he am de most unsteadiest man Ah knows."

"ABIDE WITH ME"

There has been a good deal of agitation for the past few years anent a new motto for the coin of the realm. Personally, we have leanings toward "Abide With Me."

Electric Appliance Company
807-809 Mission St., San Francisco

JOBBERS OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

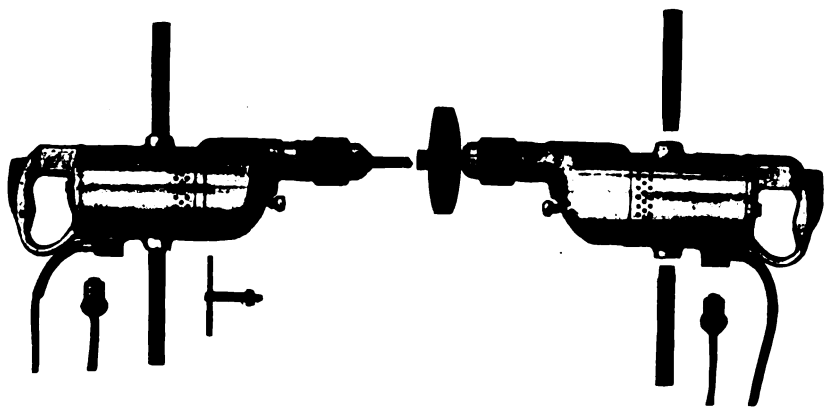
Electric Ranges	Washing Machines
Suction Cleaners	Ironing Machines
Fan Motors	Heating Devices
Wiring Materials	Auto Accessories

Tires—Tubes—Ford Parts

Genuine Crank Shaft and Connecting Rod Bearings, Etc.

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"WODACK" COMBINATION PORTABLE ELECTRIC DRILL AND GRINDER



This combination tool is designed to fill the long felt want for those individuals, shops and factories where drilling and grinding operations are performed, yet not enough of either to warrant the purchase of two separate machines. Hence, in designing this tool, it was necessary to so construct it that by the use of one motor we could give a desirable drilling speed, as well as a grinding speed, without sacrificing power, or increasing the weight. Right hand cut shows tool used as a grinder. Left hand cut shows tool used as a drill.

This tool can be used for drilling in metal or wood, and with grinding wheel attachment it will cover the average run of grinding, polishing and buffing. It has a drilling capacity of ⅛" to ⅝" in mild steel or ⅛" to 1¼" in hard wood. When used as a grinder, it carries a 6x¾" grinding wheel. Both of the side handles are removable, when used as a grinder.

The grinding wheel attachment is interchangeable with the drill bits (which are fastened into the chuck), thereby making it an easy operation to change the tool into a drill or grinder as desired.

This drill and grinder is manufactured by the Wodack Electric Tool Corporation, 23-27 South Jefferson street, Chicago, Illinois, who will be glad to give information to anyone on request.

S. A. E. STANDARD NUTS MILLED FROM BAR STOCK

The Western Screw Products Co. of St. Louis are manufacturing nuts that the trade can absolutely rely upon to please your customers and to bring them back for "more." Their Western trade is represented by Louis J. Ziesel, whose offices are in San Francisco. They shall be glad to give full information to any of our readers upon request.

Farmers Hardware & Furniture Co. at Sumner, Miss., have incorporated with a capital stock of $10,000 by M. P. Sturdivant, H. P. Buford and T. G. Buford.

W. R. Becker, for a number of years at the head of the hardware department of Goldstein & Iseman, and more recently with the Visalia Hardware Co., is again at the head of the hardware department of Goldstein & Iseman. Before that he was with the Cross Hardware Co. He plans to enlarge their stock.

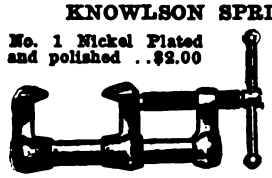
A. Dornton recently succeeded H. B. George & Son at Arlington, Cal.

White Salmon Hardware Co. who recently succeeded W. H. Dean at White Salmon, report a splendid outlook.

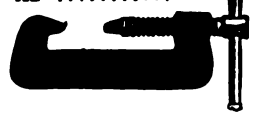
Charles F. Wiley Co. have sold their hardware department at Elwood, Ind., to A. M. Moore.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished ..$2.00



No. 3 Gunmetal finish $1.50

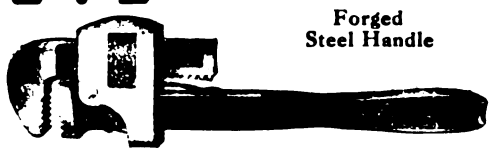


Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1068 Forest Ave., Ann Arbor, Mich.
Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.

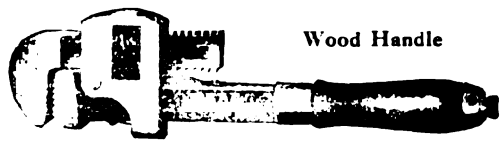
GTD

GTD PIPE WRENCHES STAND UP

Forged Steel Handle



Wood Handle



BECAUSE

1. Upper jaw is reinforced at bending point.
2. Lower jaw and handle is one solid forging.
3. Nut rests on shoulder of lower jaw, preventing strain on frame pin.
4. Forged parts are of special alloy steel.
5. Teeth are milled at correct angle to guarantee best grip.
6. Wood handle protected by steel ferrule.

GREENFIELD TAP AND DIE CORPORATION
GREENFIELD, MASS., U.S.A.

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HUSTLING AUTOMOBILE FACTOR

F. H. Carruthers, sales manager of the Mapson Manufacturing Co., has won his own fame during the last four or five years as one of the livest, most popular members of the western automotive equipment world. He is being repaid for his efforts in seeing Mapson's Perfection valve-lifter and the Morse Triple-life timer accepted by the jobbing trade with the same unanimity and enthusiasm which characterized the acceptance of "Monkey-grip" when he was formerly representative of the Moco Company.

Mr. Carruthers is a staunch supporter of the jobber as the only medium for distributing automotive equipment. This feeling is reciprocated with active co-operation from the principal houses at every distributing point in the West.

Since he was promoted into the automotive field from a former successful sales connection with the jewelry trade, he should certainly know a jewel when he sees one, distinguishing the diamonds from the Rhine-stones. Thus the trade may be sure of the gilt-edge and 14-carat quality of Mapson products through their live sales director.

The valve lifter has been on the market for several years and may be used by one man on any T or L head motor. It is said to preclude the possibility of bending the valve stem in removing and by holding in position automatically the compressed valve spring it leaves the operator's hands free to remove the retaining pin or washer. Three models with a lift of 3½ inches have a spread of from 7½ to 11¾ inches.

The Triple-life timer is guaranteed to give satisfaction to the point that the manufacturers will replace or refund for any timer found wanting. It is so designed that no oiling is necessary and the terminals are identified by numerals and the name of the corresponding wire colors so that an owner may install it. Mechanically the timer has been worked out and tested in actual service so that it gives superior ignition during a longer life.

The headquarters of the Mapson Manufacturing Co. are at 2931 Stephenson Ave., Los Angeles.

H. F. Hoesly has opened a hardware and paint store at N212 Howard Street, Spokane. He was formerly connected with the John T. Little Hardware Co. and McGowan Brothers.

Sell the Blue Ribbon Line Hand Saws

UNDER the Simonds Standardization plan the Blue Ribbon Line Hand Saws are the best proposition for any dealer to carry. Their quality and cutting efficiency appeal to the customer and the saws give him satisfactory service. Simonds Saws are perfectly finished and when displayed attract the largest amount of attention. Eight styles constitute the Blue Ribbon Line—that means every style that is necessary.

Our selling proposition and dealers' discounts will appeal to you. Write for them.



NORTHWESTERN PRICE BOOK OUT

An enlarged and entirely newly compiled current cost and selling price book has now been completed by the Market Information Bureau of Seattle, under direction of C. L. Moore, and it was distributed to advance subscribers throughout the Pacific Northwest last month.

The book is the result of many months' work, in compiling the lists, arranging, indexing, etc., and now appears as a carefully prepared aid in keeping the merchant informed on the market prices and suggested resale figures. Changes will be reported promptly and in full, and any suggestions from subscribers to the service as to changes, additions or improvements in the book will be welcomed by the publisher. It is his intention to aid the merchants and the trade to the fullest extent possible by the service.

The price of the new book complete, including flexible leather cover with special large rings, is $12.50, while the monthly service will cost $2.00 per month. C. L. Moore's office is at 505-6 Pioneer Building, Seattle.

Cooper Brothers are having a brick building erected at Hyde Park, into which they will move their hardware stock as soon as it is completed.

C. Henry Olsen of Wilmington, Cal., recently sold his hardware stock to A. A. Larson and O. J. Jacobson. The new store will be known as the Wilmington Hdwe. Company. Mr. Larson is from Mitchell, South Dakota, and Mr. Jacobson from St. Paul, Minn.

Sierra Madre Hdwe. Store, of Sierra Madre, have recently been improving their store and adding to their facilities for carrying a larger stock. Fred Greibnow, formerly president of the Wisconsin Retail Hdwe. Association, is president of the Sierra Madre Hdwe. Co.

BUCKNER NEW TYPE SPRAYS



Attention is directed to the announcement of the Buckner Mfg. Co. of Fresno, who have perfected some new types of sprays which are being put on in their underground heads.

These Buckner sprays are having a wide sale in various sections of the country. In addition to the long narrow strip type, for sidewalks, and the adjustable circles they supply the trade with adjustable half circles and adjustable quarter circles, and corner sprinklers.

In this issue they are illustrating their new Shimmy sprinkler.

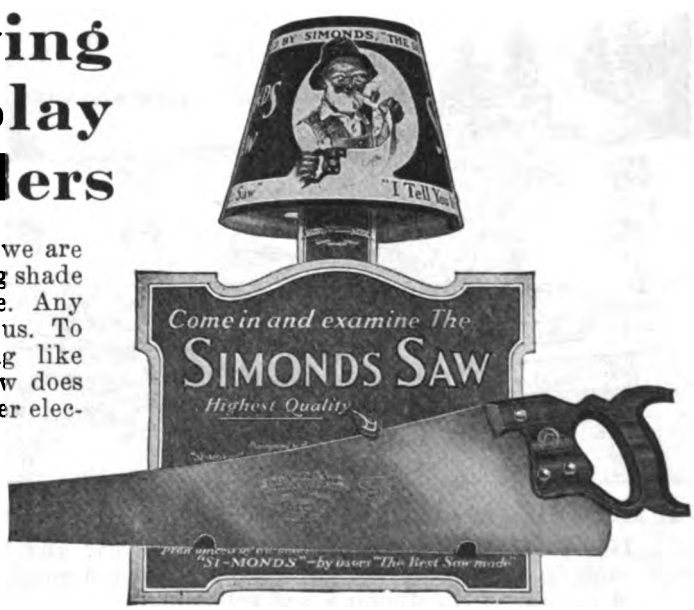


With the new Buckner type of spray, there is absolutely no excuse for people making installations that throw water on the sidewalks or on the house, and it is worth while getting full descriptive matter and prices from the Buckner Mfg. Co., who devote their entire plant to the manufacture of nozzles and sprays and insecticide distributors, and also golf and lawn sprays.

M. D. Stoddard has recently engaged in business at Green Lake, Wisconsin.

This Revolving Shade Display Free to Dealers

AS A DEALERS' selling help we are offering this artistic revolving shade and display stand free of charge. Any dealer may have one by writing us. To gain attention there is nothing like action. This display in a window does that. An ordinary 40-candle power electric bulb is placed beneath the shade and the heat from it causes the shade to revolve. The lamp holds an actual saw 24 or 26 inches across the face of the display.



Ask for yours now

Simonds Manufacturing Co.

Fitchburg, Mass.
Portland, Ore.
San Francisco, Cal.

"The Saw Makers"

Chicago, Ill.
Seattle, Wash.
Vancouver, B. C.

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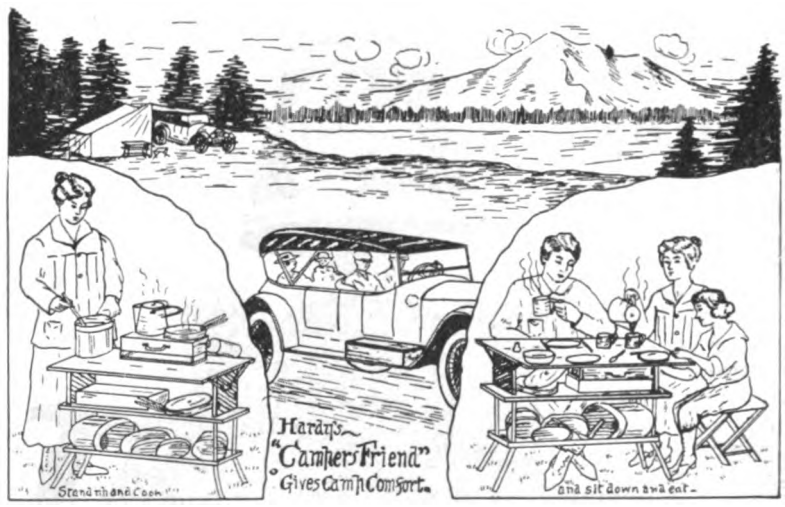
"TOM" RAY JOINS REMINGTON

"Tom" Ray, known from Baltimore to El Paso by the hardware trade, has joined the Remington Arms Company, Inc., Cutlery division, as a special representative. Mr. Ray brings to Remington an experience of 37 years in the cutlery business. He comes directly from the American Cutlery Company, Chicago, for which house he covered sixteen Southern States for seven years. Prior to his last business association Mr. Ray was connected with Simmons Hardware Company, St. Louis. With that concern he started as a buyer and later was made a sales instructor in the Simmons Salesmen's School. Some years ago he was in the wholesale cutlery business in Kansas City, Mo., and previously to that time traveled the South for a number of cutlery concerns. Mr. Ray is a native of Missouri.



GIBFORD WRIST BANDS

This band is made out of horse hide leather, originally tanned for razor strop purposes. They are put up in dozen cartons, in assorted colors, mostly dark shades. One special feature of these bands is the hump which fits over the wrist bone. They are being sold to the retailer at $2.25 per dozen, with a liberal discount to the jobbing trade, by the Gibford Mfg. Co., of Adrian, Michigan.



Hardy's "Campers Friend"

A Combination Running Board Box Camp Cook and Dining Table for Auto-Campers

A Down-to-the-Minute Camp Outfit That Makes Camp Life Enjoyable

Is carried on the running board of the car and holds a complete outfit for cooking and dining. Stand up and cook on a gasoline stove. Sit down and eat in comfort. No stooping and squatting.

No Smoke, No Dirt, No Blackened Kettles
Converted From Box to Table in Less Than Two Minutes

The most compact, practical and useful Camp Kitchen ever offered the motorist.

"There's a smile to your journey's end when you use a Campers Friend"

JOHN E. HARDY, Box 3613 - - Portland, Oregon

Write for Prices and Folders

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ATTRACTIVE CAMP EQUIPMENT CATALOG

Honeyman Hardware Co., of Portland, have issued a very attractive camp equipment catalog, illustrating in detail everything needed for the auto camper and hiker, fisherman or sportsman. It includes tents, beds, cots, tables, chairs, cooking utensils, sleeping bags, fishing tackle, boots and shoes.

The catalog is really an encyclopedia for everyone who wished to spend a vacation in the attractive playground of the Pacific Northwest, showing photographs of most desirable camping sites, describing in detail the facilities and attractions, giving information that makes the book most valuable.

Accompanying the book is a road map of the states of Oregon and Washington, indicating the conditions of the roads. Any of our readers in the Pacific Northwest who have not received this catalog would find it a most convenient one to have for ready reference and one that will enable them to supply their customers with reliable information.

The Press-Tom Hardware Co. recently engaged in business at Cadiz, Kentucky.

McClellan & Larkin, who conduct a hardware store in Covina, are also establishing a store at Santa Monica. They plan to have one of the most attractive stores in the West.

The Paris Hardware Co. recently engaged in business in Paris Tennessee, and will handle full lines of everything pertaining to hardware, housefurnishings, electrical equipment, automobile accessories, wheel toys, etc.

The Herring-Perry Co. have taken over the business of Hull & Brown of Frederickton, Ohio.

HOPPE'S NITRO POWDER SOLVENT No. 9

for cleaning high power rifles, shotguns and revolvers, is guaranteed to thoroughly remove the residue and stop acid action of any high power powder and make rifle cleaning easy.

A sportsman will always want the best method to clean his gun, and dealers can recommend Hoppe's No. 9 with confidence that it will please their customers and bring them back again.

Their representative on the Pacific Coast is H. L. Bowlds, 217 Mason Opera House building, Los Angeles. Their Eastern representative is Ed W. Simon, 258 Broadway, New York. Either the manufacturers or their representatives will be glad to give full information to any of our readers upon request.

"SHOCKLESS" TREE TRIMMER

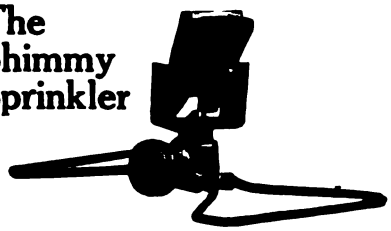
The pruning tools of the Bartlett Manufacturing Co. of Detroit have found a new usage in their adoption as standard equipment by the Western Electric Co. for use by their companies in clearing lines. For this purpose the "Compound Lever" No. 1 jointed tree trimmer has been equipped with a rope on the operating lever, insulating it and preserving the easy-cutting qualities of the regular No. 1 trimmer.

The main pole is 8 feet long, and two 4 foot sections may be obtained to lengthen the pole to 12 or 16 feet. Ten feet of rope are furnished with each trimmer.

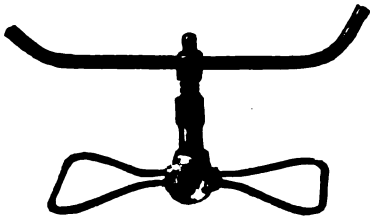
Other tools in the "Compound Lever" pruning line are the No. 3, which is similar to the No. 1 except the compound lever attachment and the blade. The No. 4 is lighter and more compact. The No. 777 drop forged two hand pruner and the No. 18 hand pruning saw are other valuable pruning tools which round out the line.

BUCKNER SPRINKLERS

The Shimmy Sprinkler



A patented sprinkler with a COLLEGE EDUCATION. Distributes lots of water uniformly over an area of four to five feet in width by 30 to 50 feet in length according to pressure. ¾" hose connection, works well on any pressure.



No. 1 Rotary

for lawns and gardens, uniform distribution, 35 to 50 feet diameter. Solid brass ¾" conn. No metal bearings, does not leak. Adjustable as to speed and area, works well on ½" hose.

Adjustable Underground Heads

— FOUR TYPES —

Heavy Indestructible for Lawns 1 Dos. Per Box Uniform Distribution



Circular Spray Half Circle, Quarter Circle, or Long, Narrow Strip

The BUCKNER underground head is the latest invention in this type of sprinkler and the result of years of experimenting, and is known throughout the United States as the only underground head ever designed to irrigate either a circle, half circle, quarter circle, or long, narrow strip. No underground system can be satisfactory without different forms of sprays. They are absolutely essential in all installations on large lawns and parking strips.

These heads are installed flush with the soil, hidden by the grass and not found by the lawn mower. They are never suspected as being in the lawn. No obstructions for people to fall over. In fact an invisible system, eliminating all labor in connection with lawn irrigation. Simply turn a valve and the work is done.

Science is a reliable aid in lowering costs and increasing efficiency.

BUCKNER MFG. CO., Fresno, Cal.

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Plumbing and Heating

REAL PERSONAL INTEREST INCREASES SALES

A salesman tells us he is constantly doing "tomorrow's selling," by sending post cards to his customers each day. The post cards he uses are of the ordinary souvenir type.

He makes a practice of buying an assortment of these post cards in each city that he visits. He confesses that the pictures on these souvenir post cards cannot be of any great interest to his customers; but the messages that he puts on the cards make them interesting.

Here is a sample of one of the messages on his cards: "Be in to see you Thursday, remind me to tell you about the window display in Baker's plumbing store. It's the best I've seen in years."

On another he wrote: "The Westlake Plumbing Co. have a brand new idea for bill heads. I secured a copy of one and will show it to you when I see you Friday. They are strong for classy stationery, for they have found it a business builder."

On still another he wrote: "Johnson, up at Sturgis, has a brand new bookkeeping system that he has just installed. It is the best I have ever seen. I have the address of the firm he bought it from and will give it to you when I see you on the 15th."

This salesman, in these post cards, has a unique way of putting that personal touch into his contact with his trade that keeps his customers interested in him. At the same time, his short messages are constantly selling his customers new and progressive business ideas, thereby making them better customers.

He says that another stunt which he has worked very successfully is that of taking snapshots of up-to-date store and window displays, and installations and shop equipment of his customers. He sends one print of each picture back to his customer, carrying another to show other dealers what the trade in other cities is doing. In this way, he says, he has stirred up quite an interest in show window and show room displays, and of course he is cashing on the results.

J. S. Green has opened a hardware store in connection with his plumbing business at Terra Bella, near Fresno.

SELLING PLUMBING GOODS ON THE INSTALLMENT PLAN

A movement is under way in several sections to increase the sale of plumbing equipment by offering to allow the home owner to buy on the monthly or installment plan.

Many owners of homes are needing equipment and are not in position to pay the full cash price for such equipment, and if they were given to understand monthly payments could be made, or payments could be made every two or three months, they would undoubtedly improve their homes and install a better grade of plumbing equipment than would usually be done.

A plumber can materially increase his business and at the same time develop a larger clientele of customers than if he waited for his prospects to get all the money in hand before ordering plumbing.

Many people have become educated up to purchasing on the installment plan, as witness the large volume of business that is being done by furniture houses, even by automobile companies, who well know that if they waited until their prospects have the money they would seldom make a sale.

We will be glad to hear from any of our readers who have tried out this plan, and with what success. While it is a new step in the merchandising of plumbing and heating goods, those who have at heart the interests of the trade, and have the vision to undertake new merchandising methods, we believe would find it most successful.

THIS HELPS COLLECTIONS

A St. Louis firm uses this rubber stamp on bills which have reached the "please remit" stage: "We have discontinued sending collectors after good accounts—please remit." The notice urges a quick response, and at the same time impresses the customer that he must be considered "good pay."

Membership in the
"Put-It-Off Club"
is the
Most Costly Membership
in the World.

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PLUMBERS GET BUSINESS BY GOING AFTER IT

Human nature is the same in one line of merchandising as it is in another. Perhaps the plumbing business requires more personal effort, more actual demonstration and convincing your prospects of the need of better sanitary equipment.

One reason why plumbers are not rushed with business all the time is because they do not make the proper effort to bring business their way.

They wait for some contractor or builder to submit specifications, when a new building is to be erected.

They entirely overlook the fact that practically nine out of every ten persons in their communities are really potential prospects, for more and better conveniences. If plumbing equipment was only brought to their attention in the right way, many more sales would result.

There is scarcely a home in your community but what stands in real need of better facilities, whether it be a new kitchen sink, a bathtub, a new toilet, shower, or additional facilities to what they already have.

One of the enterprising WORLD subscribers told us that he is making a special point of interesting the women folks of his community. He has an attractive display in his storeroom, and then sends out invitations to a few of the women of his community at a time, asking them to call and see how attractive a bathroom can be arranged. He has all of the accessories, even to a bouquet of fresh flowers.

He is enthusing his customers to a great extent, and it is bringing him business that wouldn't have been developed in any other way. He makes a point of co-operating with every movement in his community, whether it be "a bath a day" or a "new water heater campaign," etc. Whatever it is he makes a point of coupling up his letters and publicity with up-to-date modern suggestions, and finds that it is paying him big.

Here is a good game for you to play. Take two sheets of paper. At the top write this: "What I Can Do." On the other sheet write: "What I Can't Do." Then see which list is longer. After that place the list of the things you can do in the hands of some friend and ask him to question you in order to test the knowledge.

If you do this often enough you are bound to grow.

Crane Company have purchased the J. H. Mulrein Plumbing Supply Co. of Phoenix, Ariz. They plan to enlarge the plant. This makes the seventy-third branch of the Crane Company, which will be under the direction of O. H. Benner, who has been the local representative for a number of years.

Probably as great a need as the nation possesses at this time is legislators who legislate—not for re-election, but for the public good; men who are not afraid of associations of individuals with selfish ends to serve. It has come to be that almost any organized crowd can get the close attention and final support of men in public office if it can stir up enough clamor. We see our manhood go unselfishly into battle for the sake of principle, knowing that death may be their portion. A fraction of that courage is needed by men in public life who possess the spirit of the old Americanism, which would rather suffer defeat at the polls than see the public weal trampled upon by those who have only their own selfish ends to gain.

We need men — real men with red blood in their veins and stout courage in their souls. We need to get rid of the politicians who fastened their fangs in the government during the last eight or ten years under the deceptive guise of making the "world safe for democracy," politicians of either party who seek to perpetuate themselves in office by urging "social revolution," or who sought to obtain votes by turning loose convicted criminals and traitors under the guise of their being "political prisoners." A start has been made, but see to it that the man you vote for really believes in the principles for which America has always stood and the maintenance of our constitution upon which the safety of our republic must rest.

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Sanitation League Promotes Harmony

New Craft Organization Uniting Manufacturer, Jobber and Master Plumber, Sets Valuable Example to Every Community in the Country.

THE formation of a Sanitation League in San Francisco, uniting all factors in the plumbing and heating trade into a single organization for trade promotion, mutual understanding and good fellowship, is a new departure in the trade and is, to our knowledge, the first such organization in the country.



C. W. WELD, Treasurer

Crane & Co. is always closely identified with any forward-looking movement in the plumbing, heating and sanitation field, and there is a double tribute in the selection of the Crane branch manager as treasurer of the new League. Mr. Weld's own integrity and loyalty are recognized, and at the same time respect is paid to the policy of the company.



JAMES K. PINKERTON, President.

For over 25 years Mr. Pinkerton has been one of the most progressive, broad-minded and loyal master plumbers in the West. He is popular and respected by all branches of the trade, is a past president of the Master Plumbers' Association and was unanimously chosen to preside over the newly-formed League for its first term.



H. MORRIS, Vice-President.

As president and general manager of Holbrook, Merrill & Stetson, he is a leader who can always be depended upon to support heartily any co-operative, constructive movement in the trade. During his many years' management of his company's Los Angeles house he was a valient champion of trade organization, and his policy is consistent wherever he is.

By including executives and those in positions of responsibility and authority among the manufacturers, the jobbers and the master plumbers, the League is thoroughly representative of the entire industry, including all points of view. All its efforts will be for the good of the industry, making for harmony between the factors, educating the public to use more, up-to-date fixtures, providing a nucleus for the entertainment of visitors, public display and united action on matters of trade concern.

Memberships are individual and not by organization. Although it is not the intention or desire either to limit or strive for numbers, the initiation fees and dues are nominal, so that all executives, officials and master plumbers will take advantage of the opportunity to help each other and themselves.

The germ of the idea was incubated after a "Sanitation Day" luncheon of a local general development club. In the representative meetings to arrange the program for this luncheon, one or two of the farsighted leaders saw the advantage of a permanent organization with much the same purposes and composition.

After "Sanitation Day" was successfully held, the same committee met and the project of permanent organization was broached. Although it was enthusiastically approved by everyone in attendance, several thought it would be wise to "try out" the sincerity of purpose of the enthusiasts by holding a series of trial meetings. These have been held at luncheon on alternate Fridays at the Palace Hotel, in charge of a manufacturer, a jobber, and a master plumber, each in turn.

Having proved the advantages inherent in the plan, as well as the support of the different branches of the industry in the community, an organization meeting was held, by-laws adopted, and permanent officers elected last month.

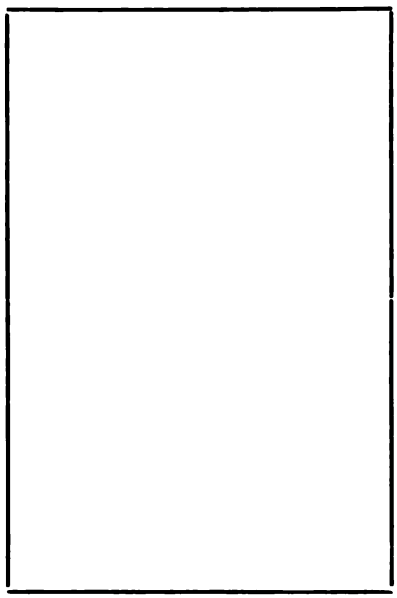
It will be the plan to arrange a program at each meeting, having appropriate speaker and subject. Often this will be some distinguished member of the industry from another part of the country who happens to be visiting the city. If some subject is open to discussion, each side

Google



LOUIS J. WALDEAR, Secretary.

In every organization there is one man who is a faithful, untiring worker, and in the newly-formed Sanitation League that man is Mr. Waldear. The original idea was as nearly his as any one man's, and in the preliminary organization he has done a lion's share. Service is his watchword, for he is service manager of the Pacific Sanitary Manufacturing Co.



THOMAS F. LEARY, Second Vice-President.

As Western manager of the H. Mueller Manufacturing Co. "Tom" Leary is amply qualified to represent the interests of the manufacturers and branch houses as an officer of the new League. For the last 10 years he has been looked to as a leader in all Western trade matters. Officially as well as personally he is an ideal member and officer.

will be presented by a man thoroughly in touch with his subject.

Will Support Trade Extension Bureau

Interest in this Craft League has already been widespread. Master plumbers from surrounding cities have been interested visitors at the meetings, and from all parts of the country have come inquiries and congratulations. Already plans have been launched to form similar organizations in other Western cities.

One of the main opportunities open to the League will be in giving united support to the Trade Extension Bureau program. It is not that the general plan or objects of the organization are new, but that by united effort there may be a more vital support of progressive and trade-promoting members.

Frank J. Klimm, local representative of the T. E. B., was the first man to join the League with his dues paid in advance for six months, and this is significant of the mutual friendly relations.

Following are the officers elected for the first term: James K. Pinkerton, plumbing contractor, president; H. Morris, vice-president and general manager Holbrook, Merrill & Stetson, first vice-president; Thomas F. Leary, manager H. Mueller Manufacturing Co., second vice-president; C. W. Weld, manager Crane & Co., treasurer; L. J. Waldear, Pacific Sanitary Manufacturing Co., secretary.

League's Many Objects and Aims

1. Encourage the more extensive use of modern plumbing and heating appliances.

2. Generally promote the welfare of the plumbing and heating industries by urging the adoption of durable and efficient devices and fixtures and their safe and proper installation.

3. Establish a feeling of friendship and good-fellowship between those engaged in the various branches of the industry.

4. By concerted action through lunches, papers, discussion and publicity to educate the consuming public in the choice and replacement of modern, improved fixtures and devices applicable to their needs.

5. Act in a spirit of co-operation with similar organizations in the United States and the countries bordering on the Pacific Ocean.

6. Promote the standard of commerce and industrial practice in international relationships.

7. Develop higher ethical standards.

8. Increases the efficiency of members by an exchange of ideas and business methods.

Among the obligations of membership specifically brought out have been regular attendance, prompt payment of dues, willingness to take part when called upon. The members are to be big-hearted, broad-minded men.

The by-laws enumerate the benefits of membership to include making the acquaintance of men each should know, creation of a general wholesome good-fellowship, developing true and helpful friendships, enlightenment of and by others of respective problems and successes, education in business with increased efficiency, stimulation of a desire to be of service to one's fellow men and society, securing better returns from an enlarged acquaintance, knowing more of one's own industry, and inspiring confidence in one's self of the men in the industry.

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Directs Pacific Fixture Sales

THROUGH the recent combination of the Pacific Sanitary Manufacturing Company and the Pacific Porcelain Ware Company, into the Pacific Sanitary Manufacturing Co., M. E. Wangenheim becomes sales manager of the combined concern, manufacturing standard vitrous china and enameled iron plumbing fixtures in the West.



M. E. WANGENHEIM,
Sales Manager, Pacific Sanitary Manufacturing Co., whose ability is well known.

Not that this puts new burdens on Mr. Wangenheim's shoulders, for as a matter of fact the previous operation of the two companies separately by the same officers has meant far more detail and complication than the new arrangement will bring.

The newly-organized, combined company has a $2,000,000.00 capital, and combined operation of the plant will increase the capacity and permit the installation of much new machinery and equipment. In fact Mr. Wangenheim estimates that the output of the combined factory will be 110 cars per month — from now on — necessary to keep up with the orders with which the sales department continually taxes the production facilities.

The porcelain ware factory in the new combination was established in 1909 and its present plant has an area of some 150,000 square feet, where porcelain, vitreous china and pottery fixtures are manufactured complete. The sanitary or enameled iron fixture department was established 10 years ago, and at the present time an area of some 180,000 square feet is devoted to production in the factory. The company owns its own mines at Campo, San Bernardino and in Nevada, so that the raw materials as well as the manufacturing are thoroughly Western. The factories are at Richmond and San Pablo.

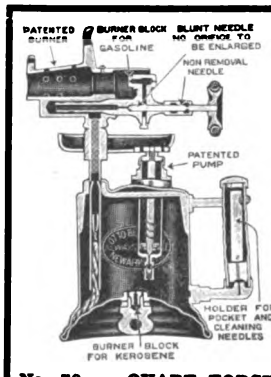
Pacific plumbing fixtures have become well established in the West in the export trade. The company reserves 10% of its products for the export department, and manager W. W. Mitchell of this section is at the present time in Mexico, converting the citizenry of the southern republic to a bath a day and Pacific fixtures.

As for Mr. Wangenheim himself, he also is a Western product, and personifies the good sound qualities, enterprising spirit and friendly relationship which has built up the company and its lines.

It is not every man who can leave school after a general course and, for lack of anything better to do, start a plumbing factory, become an executive officer of the concern, and develop a line and an industry of nation-wide importance. For Mr. Wangenheim takes off his hat to no other bowl or sink. This in brief is the synopsis of Mr. Wangenheim's career.

He is well known to the jobbers in the West, and enjoys their thorough confidence. His untiring efforts, his pep, and his close attention to the demand, suggestions and needs of the community have gone a long way in building and popularizing Pacific fixtures.

Most recently he has been a leading spirit in organizing the "Sanitary Craft League" at San Francisco, for he well realizes that by working together and helping each other manufacturers and distributors not only of plumbing fixtures but of all lines of goods can perform more extensive educational work, be of far greater service to their community and can command attention, the respect and the confidence of the public—benefits that would never come to them each working single handed and selfishly.



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ONE OF THE NEW STYLES

Latest and Improved

"Always Reliable"

Combination Gasoline — Kerosene Torches

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Jobbers Supply at factory prices

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Established 1876

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"DREADNAUGHT"

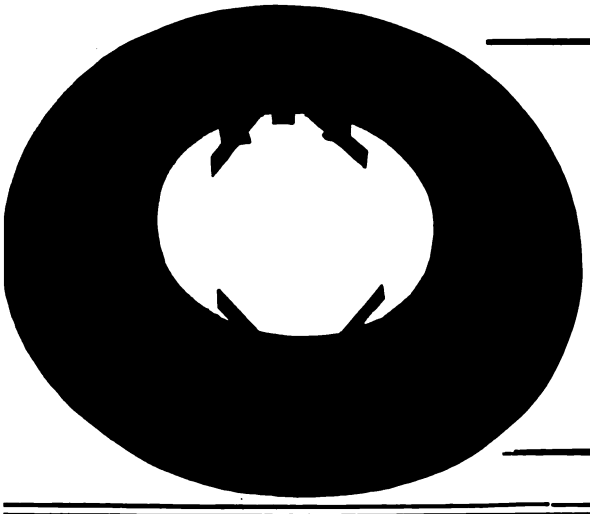
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The Perfection Line

includes the original No. 10 Floor and Ceiling Plates illustrated herein, which plate is made in sizes from ¼" to 6" inclusive. This style of plate is the leader of all styles made in this country and it is the first divided steel plate to be made in such large sizes as we are now making. If you have not already placed your orders for fall stock, be sure and do so at an early date.

THE BEATON & CADWELL MFG. CO.
NEW BRITAIN, CONN.





Nye, the Die Man
Pipe die maker to the American Plumber

NYE DIES

Bite Right In and Go Right Through!

Like a boy on a piece of pie—
Like a bulldog on a pair of pants—
Like a fly on a bald head—

NYE DYES

Have the capacity of the boy—
The tenacity of the dog—
The voracity of the fly.

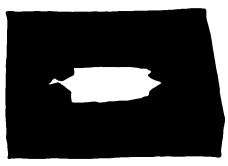
NYE DYES

Have features no other die has.
The skip-tooth feature, for instance.
There is no other just like it.

NYE DYES

Are made by die specialists
Who don't make anything else—
And nobody else
Makes anything as good.

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Nye Armstrong Die

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AT THE MERCY OF YOUR DRIVER

(Copyright by Elton J. Buckley.)

Some time ago I made the observation that the business man who used a delivery truck, particularly a motor delivery truck, was to a considerable extent at the mercy of his driver. A motor truck is an agency for damage, and the driver can do a lot of damaging things with it which his employer will have to pay for. Some employers protect themselves against this by insurance, but a surprising number do not.

I have just read the report of a case which shows how these things work out. A retail merchant in Cleveland, Ohio, used several delivery trucks. He had given strict orders to all of his drivers not to allow boys to have anything to do with the trucks. One day one of the machines had finished its work and was heading for the garage. On its way it encountered a fourteen-year-old boy who asked for a lift. The driver goodnaturedly gave it, and the boy climbed up and stood on the running board. And then, being in a hurry the driver cut across on the wrong side of the street, at much too rapid a speed, ran into a wagon and there was a bad smash. The boy was seriously hurt, and his father sued the owner of the truck for $10,000.

The owner thought there was nothing at all to the case. He went into court and vigorously defended on the ground (1) that the boy's injuries were his own fault; he had no business to stand on the running board of a moving truck, and (2) that even if this were not so he, the owner, wasn't responsible because he had told the driver not to let boys ride and the driver had disobeyed him. The boy's injuries were the result of the driver's disobedience, for which, of course, the employer wasn't liable. The lower court sustained this defense and threw the case out, but on appeal the decision was reversed and the higher court sent the case back for trial. The trial hasn't occurred yet, therefore we don't know what the verdict will be, but it is bound to be something, because the court has said the employer was liable, and the only thing to determine now is for how much. The chance is that the merchant who did his utmost to prevent this thing from happening will be let in for a damage verdict of several thousand dollars. Of course, he can sue the driver who got him into this mess, and possibly in one case out of ten thousand he might recover something. He would be certain to get a judgment against the driver, whatever that might be worth.

The decision of the court in this case is in substance this: that granting the boy was a trespasser on the truck, and had no right there (that is, no right from the owner), nevertheless it is a well-known rule of law that even a trespasser must not be injured by wilful or wanton acts of negligence. When the driver drove his truck on the wrong side of the street at excessive speed, he was guilty of a wilful or wanton act of negligence, and as same was done while he was driving on the business of his employer, the employer was responsible for the boy's injuries which resulted. It is true that when somebody becomes a trespasser on your premises or your truck you aren't liable to him for anything that happens to him because of your simple failure to use ordinary care, but you are liable to him for anything that comes from wilful and wanton negligence.

Some of the judges filed an opinion saying they didn't regard the boy as a trespasser at all, since he was allowed to ride by the driver who was in charge of the truck. This view was even worse for the driver's employer, for it would have made him liable for the result of any negligence on the driver's part, even though not wilful or wanton.

I quote the following from the decision:

When an employer places such an instrumentality (a delivery truck) in the possession and control of an employe in the conduct of his business, and voluntarily substitutes the management and supervision of the employe for his own, the law holds him for what the employe does while using the instrumentality in the course and scope of his employment. And we hold in this case that when the young boy, clinging to the running board of the truck in a precarious position, of which the driver had knowledge, was injured by the wanton and reckless acts of the driver, while in the course and scope of his employment, the employer is liable.

There is no doubt about it — a careless or reckless driver can let his employer in for a lot of unpleasant and expensive things. Some employers have gone so far as to compel their drivers to furnish bonds, and I have heard some talk to the effect that certain insurance companies intended to refuse to insure against drivers' negligence unless they were bonded. The other day I noticed another case in which the driver of the truck, thinking he was doing the right thing, shooed a boy off his truck while it was in motion. The boy fell and was hurt, and the employer was held responsible. The court said the driver ought to have slowed up before the boy got off. In another case the driver invited the boy to ride, but made him get off while the car was in motion. This boy was hurt also and the employer was held responsible on the same ground.

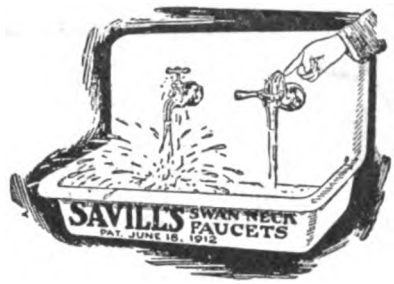
The wise owner of a delivery truck which is not to be driven by himself will get for himself all the protection he can possibly get against these possibilities.

This question of price display is important. You don't want to be asking every other minute, "How much is this?" and "How much is that?" If you find goods marked in some sort of a code, you imagine that somebody is trying to "put something over" on you. Prices should be plainly marked on all goods in every kind of a store.

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Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.



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Recognized Quality

Which command repeat orders for you



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No. 208 Torch—List Price, each $17.00
Ask for Discount

Double Needle Torches Give Double Service

The Improved Double Blunt Needle Burner produces the maximum heat, burning gasoline or kerosene by changing the jet block. The Upper Needle has wire tip that cleans the orifice, lower regulates the flame. A perfect gas mixture is secured as orifice can not be enlarged by forcing the needle, a fault with other makes. No. 206 Torch is extra large and powerful, two quart size, No. 208 quart size and 210 pint capacity. Always reliable and save time and money. Jobbers supply at factory prices. Send for our catalogue now.

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Plates that Please

ORDER NOW
and be ready with a stock
Increasing Demand for "B & C" Styles
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Largest and Oldest Plate Company in the World

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SEE OUR CATALOGUE IN SWEET'S

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SUCK-SESS SEEK-RETS

Beware, the Excuse Maker



Onst there wuz a Man who wuz in bizness for hisself. He wuz a Fisherman, an' he lived by the side of a beautiful river which Watered a Land flowing with Milk, an' Honey, an' grapes, an' bizness, an' Opportunities. It wuz a grate county, an' over it waived the Blessed, Big Flag carrying the Stars an' Bars.

Well, as we sed Be4, Fishin' wuz this Man's job, an' he had his eye on a big Kar, a fine Home, an' Theatre tickets, an' lait suppers, an' a Big Front, generally!

Sew he started out to bate his hook to get hold of the suckers. He prided Hisself that he could use the kind of bate that would Land the Big fish every time, for he would Wink with one Eye an' say, "You gotta no the kind of bate to use for every Kind of Fish."

But our Friend wuz only foolin' himself, for he used the **same bate**—only different sizes of it, an' his bate wuz eXcuses. He wuz awlways makin' eXcuses to others an' to Hisself. 'He wood do that tomorrow.' 'He plumb forgot, but it wouldn't happen again.' 'He wuz thinkin' about that, but hadn't got started at it.' 'The weather wuz 2 Hot;' 'the Weather 2 Cold.' 'The Market wuz 2 Dull.' 'Money wuz 2 skarse.'

Won nite his Wife met him at the Front Doar with a glare in her Eyes, an' sez she, "Ned, have you dun any bizness today?"

Ned tossed off his Over-coat, flinging it on one chair, an' then through his Hat an' gloves into another.

"Say," sez he, "a Man kum in an' kep' me talkin' so long I didn't get my Advertisement in today's issue."

"An' it's Friday nite," sez his wife, "an' that means that bizness will be deader'n last Yeres political Issues, tomorrow."

At that she yanked a rollin' pin out of a long pocket in her skirt an' hit her Beloved a wallop over the cocoanut.

He fell back with a grone.

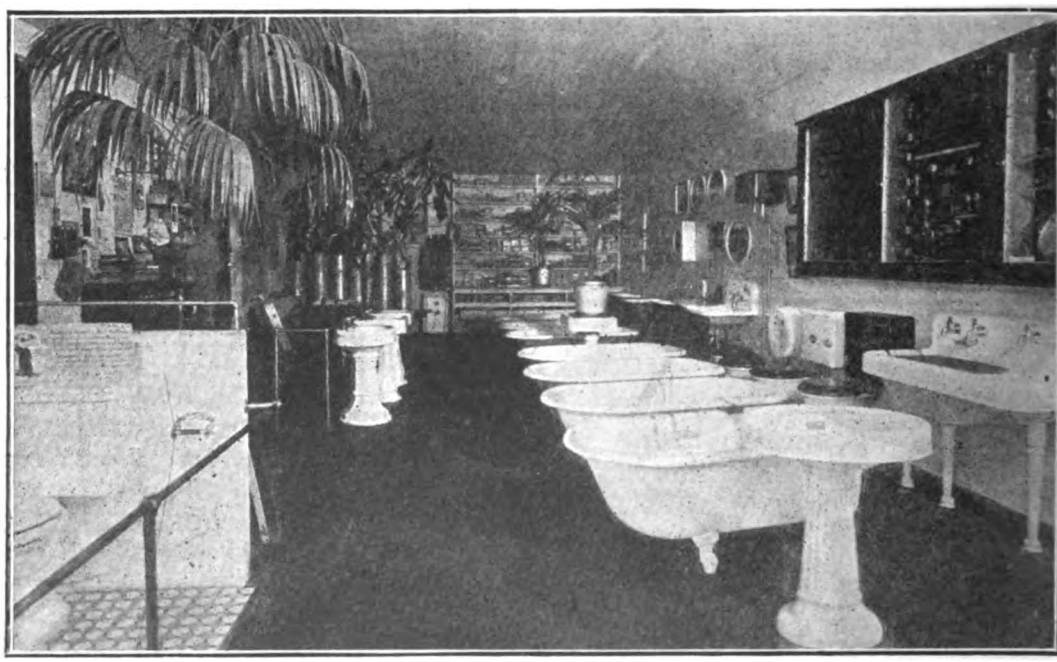
Sez he weekly, "I'd have brought you a Box of Candy, Minty, if I'd had the Money. Put a Geranium on my grave and Water it now an' again with your tears."

Minty gave Him the once-over.

"Geranium nothin', she flung back. "You ain't hert half as Bad as you ort to be. Get a Hustle on, an' go down an' fix the Furnace, an' remember this, from now on. You can't eat eXcuses. You can't pay Bills with 'em. You can't Sell 'em. EXCUSES NEVER GET YOU ANYWHERE OR ANYTHING. YOU GOTTA DELIVER THE GOODS."

Friend Hubby rubBed his hed, crawled to his Feet an' crep' down the seller stairs with a hollow grone. When he kum up he smiled wanly an' sed:

"Minty, you're rite. I reckon I've been Talkin' 2 Much—an' doin' 2 Little.



When all plumbers realize the value of attractive display rooms, and a sample bathroom, as do a number of our subscribers, as shown by the photo herewith, their business will materially grow.

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Not only is the remodeling business worth while for a plumber to keep in touch with, but he can institute remodeling of bathrooms and a better sanitary equipment for the household.

Most plumbers do not yet realize the possibilities that lie within their grasp—even right at their very doors. Do you ever notice how merchants in other lines make personal calls or canvasses among their prospective customers?

Is there any reason why you shouldn't follow the same merchandising lines? The fact that other plumbers don't do it, is all the more reason why there is a virgin field for you. If you will try it we'll venture you will keep it up.

F. M. Eck is constructing a new building in which his plumbing business will be installed at Roseville.

One of the most necessary pieces of advice to all is that they find out what their real profits are, and not live in a fool's paradise of imaginary profits.

COULD NOT TELL A LIE

A man was brought into a Kentucky court for the illicit distilling of whiskey.

"What is your name?" asked the Judge.

"Joshua," replied the prisoner.

"Joshua?" repeated the Judge. "Ah! are you the Joshua who made the sun stand still?"

"No, sir, Judge," was the answer, "I is the man who made the moon shine."

At Last—



A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

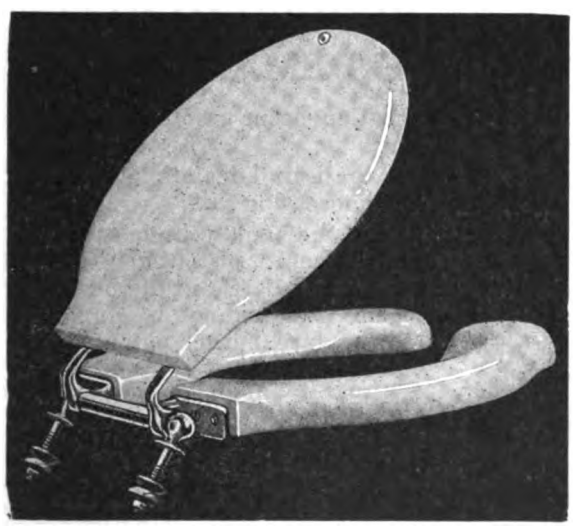
ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made. Write for prices and particulars.

MANUFACTURED BY

PEERBLOW MFG. CO., Leetsdale, Pa.

Church Seats



Open Front and Back

Permanently White

A Closet Seat, to be satisfactory, should not only be WHITE when NEW, but should REMAIN WHITE year after year. Church Closet Seats have earned this reputation for continuous satisfactory service.

Leading architects, sanitary engineers and plumbing contractors specify and install Church Seats with the assurance they will always make good.

Write for Latest Catalog

C. F. Church Mfg. Co.

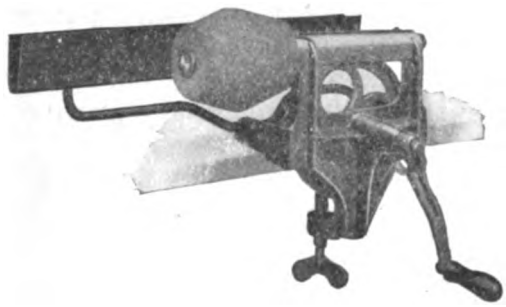
Makers of High Grade Bath Room Supplies

Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

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NEW SICKLE GRINDER

The Luther Grinder Manufacturing Company have designed and are now making deliveries on their new No. 84 sickle grinder.

This new grinder was designed especially for the farmer who wanted a good hand operated tool grinder at a low price.

No. 84 is heavily constructed and ribbed to prevent breakage. They have ball bearings to reduce friction and provision is made to take up end play in the grinding wheel shaft. Helical cut gears and heavily constructed sickle holders are excellent features of this machine.

It retails for five dollars, and is subject to the regular trade discounts.

For more information, write Luther Grinder Mfg. Co., Milwaukee, Wisconsin.

H. E. Simmons and L. Layden have engaged in the plumbing business at 1731 North Highland avenue under the name of Simmons & Layden of Hollywood.

Jack Nugent and George Gilham have opened a plumbing shop at 210 C street, Marysville, California.

James O'Connor recently moved his plumbing stock into a new building in Petaluma and reports a busy season.

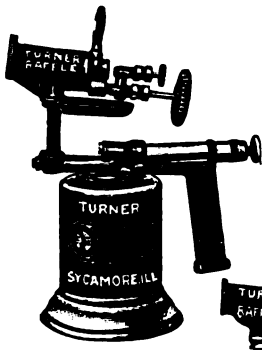
Chino Sanitary Plumbing & Sheet Metal Works of Chino, Cal., which is owned by P. O. Nokes, reports a very satisfactory trade and a good outlook.

Humphreys & Just Plumbing Co., 836 East 29th street, Los Angeles, report having all the work they can do and expect to be very busy during the balance of the year.

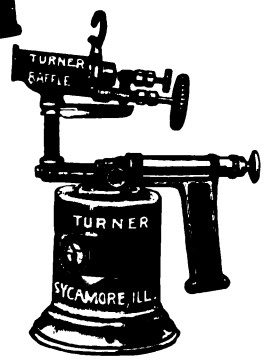
Cornelius Bros. is the name of a new plumbing firm in Ontario, Cal., composed of Ralph J. Cornelius and Chas. C. Cornelius. Ralph Cornelius was formerly in the employ of the McCann Hdwe. Company for 12 years as a plumber.

S. G. Sesak has engaged in the plumbing business at 530 Pine Street, Redwood City, under the name of the Coast Plumber. Mr. Peterson is associated with him.

Gilbert & Son recently moved their plumbing business to a new location at Visalia, to give them the facilities necessary for carrying their increased business.



No. 43



No. 44

The Master Blow Torches

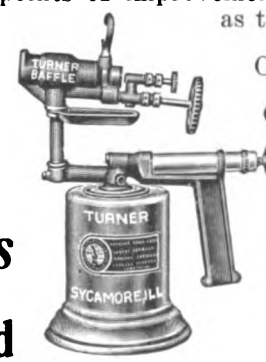
MEET EVERY REQUIREMENT
SUPPLY THE DEMAND

Produces more heat on either gasoline or kerosene and without clogging.

The satisfaction to users, dealers and jobbers accounts for the ever increasing sale.

The one opening in the tank (eliminating leaks from soldered connections), pistol grip handle, safety valve, air release and baffle in the burner are points of improvements that cannot be duplicated, as they are Turner patented.

Cost Less Than Ordinary Torches



No. 45

Cost less than ordinary torches.

Catalog on request.

Jobbers Supplied at Factory Prices

Fearlessly Guaranteed

THE TURNER BRASS WORKS

Sycamore, Illinois

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet—4-ft., $43.35; 4½-ft., $43.35; 5-ft., $40.35; 5½-ft., $45.70; 6-ft., $62.70.

K57, C360, P1991, Essex, on Base—4½-ft., $53.35; 5-ft., $52.00; 5½-ft., $58.70; 6-ft., $78.70.

K80, P1933, Knickerbocker—5-ft., $41.70; 5½-ft., $47.00.

K10 to K10¼, P2160 to P2173, Cardinal, Conred, Enam. All Over—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.

K10 to K10¼, P2160 to P2173, Conred, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

K10½, P2180 to P2186, Recona, Enam. All Over, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.

K10½, P2180 to P2186, Recona, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Corner, Viceroy, Sierra—4½-ft., $95.35; 5-ft., $100.00; 5½-ft., $108.00; 6-ft., $140.00.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Recess, Viceroy, Sierra—4½-ft., $86.00; 5-ft., $91.35; 5½-ft., $100.00; 6-ft., $134.70.

F10 to F11, P2319 to P2322, Pembroke, Pier, Viceroy—5-ft., $133.50; 5½-ft., $141.50; 6-ft., $157.30.

F7 to F8, P2380 to P2388, Woodmere, Corner, Imperator—5-ft., $180.00; 5½-ft., $186.70.

F9, P2390 to P2393, Woodmere, Recess, Imperator—5-ft., $166.70; 5½-ft., $173.35.

F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278.70.

F6, Imperator (Wall Pattern) 5-ft., $230.70; 5½-ft., $244.00

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.35; 5½-ft., $158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., $133.33; 5½-ft., $146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS — K112, P2510, with Strainer and Waste—36x36-in., $84.00; 42x42-in., $112.00.

K108, P2511, with Strainer and Waste — 36 x 36-in., $113.50; 42x42-in., $150.70.

K107, P2512, with P2530 Drain—38x38-in., $149.50.

K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $153.50.

SHOWER MIXING VALVES — NC1, H15, P2745, $25.35. NC1, H12, P2746, $25.35. NF1, H10, P2747, $25.35. P2748, $30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	54.70
H909½, P2791, Shower and Shampoo	64.00
NC100, H952½, P2803, Shower	33.35
H953½, P2804, Shower	30.70
NC1100, H954½, P2807, Shower	42.00
NC1100 (with stops), H954½, P2809, Shower	40.70
H943½, P2815, Shower	48.70
H944½, P2816, Shower	47.35
H945½, P2819, Shower	55.35
H946½, P2820, Shower	55.35
NC1100½, H956, P2821, Shower and Shampoo	47.70
P2823, Shower and Shampoo	54.70
H1402, P2826, Shower	16.00
H1406, P2827, Shower	15.70
H1400, P2828, Shower and Shampoo	31.70
H1404, P2829, Shower and Shampoo	30.70
H1410, P2836, Shower	36.70
H1411, P2837, Shower	38.00
H1408, P2841, Shower and Shampoo	50.70
H140 P2842, Shower and Shampoo	52.00
NF1050, H900, P2855, Shower	38.70
NF1050½, P2856, Shower and Shampoo	51.00
NF1055, H895, P2857, Shower	46.70
H904, P2860, Sho cr	45.35
P2861, Shower and Shampoo	58.00
H1246, P2868, Shower	34.70
H1250, P2870, Shower	27.70
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	52.00
H1200, P2916, Shower	66.35
H1206, P2918, Shower	44.35
H1204, P2919, Shower	46.00
P2920, Shower and Shampoo	59.00
P2921, Shower and Shampoo	60.35
Portable Showers—	
H1275, P2946, Portable Shower	21.85
S124, Portable Shower	15.00
Wall and Ceiling Showers—	
H1270, P2950, Wall Shower	13.00
H1268, P2952, Ceiling Shower	13.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in., $33.35; 22x27-in., $38.70; 22x30-in., $48.70.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., $14.70; 18x24-in., $17.00; 20x24-in., $22.70; 22x27-in., $36.00.

C145, K332, P3850, P3855, Ophir—20x24-in., $22.30.

C152, K582, P4045, Ralwon, 17x19-in., $10.80.

P4125, Arion—19x24-in., $22.65.

P4205, Othello—18x21-in., $12.15.

K580, C150, P4206, Othello—18x21-in., $13.80.

K608, C162, P4335, Beverly—18x21-in., $12.70.

K614, C164, P4345, Crescent—17x19-in., $8.70.

K752, P4365, Alva—14x16-in., $8.70.

K668, C180, P4940, P4945, Athena—20-in., $25.35.

K668, C180, P4946, Athena—20-in., $25.35.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., $18.20.

K690, C184, P4980, P4985, Verdun—16-in., $14.35.

P5080, P5085, P5086, P5087, Everett—19-in., $18.70.

K732, C190, P5110, P5115, Yale—16-in., $11.00.

K762, C192, P5145, Aida—16-in., $9.00.

Add for Waste when required—P11285, Imperial, $9.85; P11289, Empire, $8.00; P11290, Princess, $6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $31.75.

F11001—¾-in. Valves, 2¼-in., Waste, $40.00.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $34.50.

P11003—¾-in. Valves, 2¼-in. Waste, $45.35.

P11010—½-in. Valves, 2-in. Waste, $37.35.

P11011—¾-in. Valves, 2¼-in. Waste, $44.70.

P11012—½-in. Valves, 2-in. Waste, $42.70.

P11013—¾-in. Valves, 2¼-in. Waste, $47.35.

P11015. "Quicko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.

P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.35.

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.35.

P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00 Compression—

P11025—½-in. Valves, 1⅜-in. C. W. & O., $23.70.

F11026—¾-in. Valves, 1½-in. C. W. & O., $28.35.

P11030—½-in. Valves, 1⅜-in. C. W. & O., $27.35.

P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.

P11040—½-in. Valves, 1½-in. Waste, $46.70.

P11041—¾-in. Valves, 2-in. Waste, $51.35.

NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in. Waste, $64.00.

H2466—Speakman Deshler, ½-in. Valves for Por. Tubs, $36.00.

H2460—½-in. Valves for Enameled Iron Tubs, $30.00. Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, $34.70.

P11066—¾-in. Valves, 2¼-in. Waste, $50.70. "Quicko"—

P11090—½-in. Valves, 2-in Waste, $46.00.

P11091—¾-in. Valves, 2½-in. Waste, $50.70. Exposed for Conred Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.35. Exposed for Pembroke and Woodmere Baths—Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00. ¾-in. Valves, 2¼-in. Waste, $40.00.

P11125—½-in. Valves, 2-in. Waste, $48.00. Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $7.70.

P11155—"Quicko" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $18.60.

P11165—"Quicko" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $20.00.

BATH WASTES—P11175—Imperial 2-in. Waste, $13.40.

P11176—Imperial 2¼-in. Waste, $16.70.

P11179—Imperial 2-in. Waste, $18.00. Bath C. W. & O.—

P11185—1¾-in. N. P. C. W. & O. for Essex Bath, $2.80.

P11188—1¾-in. N. P. C. W. & O. for Conred Bath, $5.50. 1½-in. N. P. C. W. & O. for Conred Bath, $6.00.

P11189—1¾-in. Rough C. W. & O. for Conred Bath, $5.00. 1½-in. Rough C. W. & O. for Conred Bath, $6.00.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath, $6.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—
P11260—Verona, Compression, Enamel Lavatory.....18.35
P11263—Verona, Compression, Vitreous Lavatory.....18.35

LAVATORY WASTES—
P11285—Imperial, China Knob..... 9.35
P11288—Imperial, China Knob 9.85
P11289—Empire, China Knob 8.00
P11290—Princess, China Knob 6.70
P11291—Princess, China Knob 6.70
P11293—Princess, China Lever 6.70
P11294—Princess, China Lever 6.70
P11295—Princess, China Lever 6.70
P11296—Princess, "B" China Handle 6.70
P11297—Princess, 4 Ball Handle 6.70

SHAMPOO FIXTURES—
P11358—Quicko Double Basin Cock 8.75
P11359—Pedestal China Soap Dish with Drain..... 2.20
P11360—Compression, as described 20.00
P11363—Quicko, as described 20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, $53.35.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to Wall—Short Pattern, 6-in. x 7-in.
P11371—With W. H. Stop. ⅜-in., $4.75; ½-in., $5.60.
P11372—With C. I. Stop, ⅜-in., $5.15; ½-in., $6.10.
P11373—With L. K. Stop, ⅜-in., $4.75; ½-in., $5.60.

LAVATORY PLUGS AND CHAIN STAYS—
P11395—P. O. Plug for Porcelain Enameled Lavatory.. .55
P11396—P. O. Plug for Vitreous Lavatory ..... .75
P11397—Chain Stay for Vitreous Lavatory ..... .40

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $9.35.

NICKEL PLATED SINK AND LAVATORY TRAPS—Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," $1.80; 1½-in., $1.80.
P11451—1¼-in. Vented "P," $3.00; 1½-in., $3.15.
P11456—1¼-in. Bag, $4.70; 1½-in., $4.60.
P11462—1¼-in. Plain "S," $2.70; 1½-in., $2.70.
P11463—1¼-in. Vented "S," $3.60; 1½-in., $4.00.
With Cleanout—
P11450—1¼-in. Plain "P," $2.80; 1½-in., $2.70.
Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P," $2.75; 1½-in., $2.70.
P11451—1¼-in. Vented "P," $3.75; 1½-in., $3.95.
P11456—1¼-in. Bag, $3.75; 1½-in., $3.70.
P11458—1¼-in. "P" (N. Y. Reg.), $2.70; 1½-in., $3.10.
P11462—1½-in., Plain "S," $3.20; 1½-in., $3.40.
P11463—1¼-in. Vented "S," $4.15; 1½-in., $4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.00; Finished, $1.05; Nickel Plated, $1.25. ¾-in. Rough, $1.25; Finished, $1.35; Nickel Plated, $1.55.
H102—½-in. Rough Hose SSS, $1.10; Finished, $1.25; Nickel Plated, $1.40. ¾-in. Rough Hose, $1.40; Finished, $1.50; Nickel Plated, $1.70.
H110—½-in. Rough Plain SOT, $0.90; Finished, $1.00; Nickel Plated, $1.15. ¾-in. Rough Plain SOT, $1.15; Finished, $1.25; Nickel plated, $1.40.
H112—½-in. Rough Hose SOT, $1.00; Finished, $1.15; Nickel Plated, $1.30. ¾-in. Rough Hose, $1.30; Finished, $1.40; Nickel Flated, $1.55.
H135—½-in. N. P. Plain Adj. Flange, $2.05; ¾-in., $2.50.
H137—½-in. N. P. Hose Adj. Flange, $2.20; ¾, $2.60.
H140—½-in. N. P. Plain Set Screw Flange, $1.85; ¾, $2.25.
H142—½-in. N. P. Hose, $2.05; ¾-in., $2.40.
H365—½-in. N. P. Comp. Stub W. T. Bibbs Plain, $1.50.
H367—½-in. N. P. Comp. Stub W. T. Bibbs Hose, $1.80.

QUICK COMPRESSION BIBBS—H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $1.60; ¾-in., $1.90.
H412—½-in. Nickel Plated, Hose SOT, Metal Handle, $1.70; ¾-in., $2.05.
H413—½-in. Nickel Plated, Plain SOT, China Handle, $1.90; ¾-in., $2.20.
H414—½-in. Nickel Plated, Hose SOT, China Handle, $2.05; ¾-in., $2.35.
H435—½-in. Nickel Plated, Adj. Flange, $2.15; ¾-in., $2.60.
H437—½-in. Nickel Plated. Adj. Flange, Hose, $2.30; ¾-in., $2.80.
H438—½-in. Nickel Plated, Plain, $2.50; ¾-in., $3.00.
H439—½-in. Nickel Plated, Hose, $2.65; ¾-in., $3.10.
H440—½-in. Nickel Plated, Plain SS Flange, Metal Handle, $2.00; ¾-in., $2.35.
H442—½-in. Nickel Plated, Hose, SS Flange, Metal Handle, $2.15; ¾-in., $2.50.
H443—½-in. Nickel Plated, Plain, SS Flange, China Handle, $2.30; ¾-in., $2.60.
H444—½-in. Nickel Plated, Hose, SS Flange, China Handle, $2.50; ¾-in., $2.85.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT, $1.75; ¾-in., $2.05.
H512—½-in. Nickel Plated, Hose, SOT, $2.50; ¾-in., $2.25.
H540—½-in. Nickel Plated, Plain SS Flange, $2.20; ¾-in., $2.50.
H542—½-in. Nickel Plated. Hose SS Flange, $2.35; ¾-in., $2.60.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS, $1.45; ¾-in., $2.00.
H577—½-in. Finished, Hose SSS, $1.65; ¾-in., $2.20.
H587—½-in. Finished, Hose SOT, $1.75; ¾-in., $2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P Both Ends T. H., $0.90; ⅜-in., $1.15. ½-in. Nickel Plated Both Ends T. H., $1.15; ¾-in., $1.75.
H605 and H608—½-in. N. P. I. P. Both Ends W. H., $1.45; ⅝-in., $1.75.
H615 and H618—½x½ O. D. T. H. or W. H. N. P., $1.15. ½x9-16 O. D., $1.15. ½x11-16 O. D., $1.35.
H620 and H623—½-in. I. P. Both Ends Finished, Loose Key, $1.30; ½-in. I. P. Both Ends N. P., Loose Key, $1.45; ¾-in. I. P. Nickel Plated, Loose Key, $2.25.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.40.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.20; ¾-in., $1.20.

BOILER DRAIN COCKS—H655 and H658—½-in., 90c; ¾-in. Rough N. P. Male, $1.00; ¾-in., $1.00.
H656 and H659—½-in. Rough N. P. Female, $1.00; ¾-in., $1.00.
H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅝-in. $2.05.
H703—½-in. TH or LH Stop and Waste, $1.50; ⅝-in., $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.05; ⅝-in., $1.50.
H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.05; ⅝-in., $1.50.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.15.
H855—No. 2 Medio Basin Cocks, Pair, $4.20.
H856—No. 2A Medio Basin Cocks, Pair, $5.25.
No. H870—No. 5 Dunlo Basin Cocks, Pair, $5.85.
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95.

QUICKO BASIN COCKS—H901—No. 1½, $3.60.
H902—No. 2 Quicko Basin Cocks, $4.00.
H903—No. 3 Quicko Basin Cocks, $3.90.
H908—No. 5 Quicko Basin Cocks, $5.35.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, $5.25.
H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.10.
H951—"Standard" Ball Bearing, China Level, pair, $9.45.
H970—"Standard" Boston, pair, $6.60.
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, $7.50.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, $10.50. (For China Soap Cup see U11359.)
Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $16.50.

PANTRY COCKS—
H1000—No. 1 Compression, pair 5.80
H1010—No. 1 Quicko, pair 8.65
H1015—Quicko, Double, each.....12.00
H1030—No. 1 Fuller, pair 8.80

SLOP SINK COCKS—
H1070—Compression 19.50
H1075—Fuller 19.50

DOUBLE BATH COCKS—
H1100—No. 3 Compression 4.15
H1105—No. 3A Compression 4.50
H1142—No. 1½ Quicko 5.25
H1150—No. 2½L Quicko 4.90
H1152—No. 2½ Quicko 5.75
H1160—No. 10 Quicko 10.15
H1170—No. 5½L Fuller 4.90
H1172—No. 5½ Fuller 5.25
H1175—No. 4½L Fuller 4.15
H1177—No. 4½ Fuller 4.50

CHICAGO FAUCET COMPANY'S BRASS GOODS—
A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.20 each. Extra Washers for same, $2.00 per hundred.
A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $2.90.
A900—N. P. Quaturn Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., $3.10.
A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.
A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.
A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.80.
A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $4.90.
A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.
Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $18.00 per hundred ft.
O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in., $37.50; ¾-in., $41.25; ⅞-in., $48.75; 1-in., $39.00; 1¼-in., $42.75; 1¼-in., $48.00; 1⅜-in., $52.50; 1½-in., $56.25; 2-in., 75.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.—⅛-in.,61c; ¼-in., 57c; ⅜-in., 53c; ½-in., 50c; ¾-in., 47c; 1-in., 47c; 1¼-in., 47c; 1½-in., 47c; 2-in., 47c; 2½-in., 47c; 3-in., 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

1½ in. Laundry Tray Plugs, 1½ O. D. Tail Piece, doz.	19.90
1½-in. Laundry Tray Plugs, 1½ I. P. Tail Piece, doz.	19.90
Fin. Brass Wash Tray Plugs, 1¼ Met. Stopper, doz.	5.50
N. P. Chain Stays, No. 1, doz.	4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen	5.20
China Chain Stays, doz.	9.60
N. P. Chain Stay and Cock Hole Cover	6.75
N. P. Basin Cock Hole Cover, doz.	4.40
N. P. Basin Chain wf. Snaps, No. 00, do	1.50
N. P. Basin Chain wf. Snaps, No. 0, doz	1.70
N. P. Bath Chain wf. Snaps, No. 00, doz	2.00
N. P. Bath Chain wf. Snaps, No. 0	2.40
N. P. Basin Chain 12 Yd. Box, No. 00, b	2.10
N. P. Basin Chain 12 Yd. Box, No. 0, bo	2.50
N. P. Basin Chain 12 Yd. Box, No. 1, bo	3.10
N. P. Basin Chain, No. 00, per 100 feet	5.50
N. P. Basin Chain, No. 0, per 100 feet	6.80
N. P. Basin Chain, No. 1, per 100 feet	8.50
N. P. Basin Chain, 500-foot reels, No. 00	5.30
N. P. Basin Chain, 500-foot reels, No. 0	6.40
N. P. Basin Chain, 500-foot reels, No. 1	8.80
Beaded Basin Chains, per dozen	3.50
Beaded Bath Chains, per dozen	3.90
N. P. Chain Snaps, large, per dozen	.26
N. P. Chain Snaps, small, per dozen	.24
N. P. Chain "S" or "8" Hooks, per dozen	.48
¼-inch Threaded Brass Rod, per foot	.37
¾-inch Rough N. P. Brass Nuts, threaded through, 100.	6.40
¼-inch N. P. Brass Cap Nuts, per 100	5.60

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6	8.80
F115 and F125—Built-in Soap Holder, 6x6	4.40
F140—Built-in Grab Rail, 6x6	8.80
F150—Built-in Comb. Rail and Soap, 6x6	8.80
F160—Built-in Tumbler Holder, 6x6	4.40
F170—Built-in Sponge Holder, 6x6	7.10

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish	3.00
14039—Wall Soap Dish	2.90
14076—Wall Soap Dish	3.35
14049—Wall Soap Dish	4.30
14073—Wall Soap Dish	3.00
14044—Tub Rim Soap Dish	2.60
14080—Tub Rim Soap Dish	3.50
12306—6-inch Three arm Swinging Bar	4.50
12103—14-inch Three arm Swing Bar	5.90
12518—⅝x18-inch Towel Bar	3.35
12524—24-inch Towel Bar	3.75
12530—30-inch Towel Bar	4.55
11818—¾x18-inch Towel Bar	4.00
11824—24-inch Towel Bar	4.40
11830—30-inch Towel Bar	5.00
11612—1x12-inch Towel Bar	5.90
11618—18-inch Towel Bar	6.40
11624—24-inch Towel Bar	6.60
11630—30-inch Towel Bar	7.35
11912—1½x12-inch Towel Bar	12.00
14241—Wall Pattern Soap and Sponge Holder	11.70
14502—Wall Towel Basket	19.90
15124—Tumbler and Toothbrush Holder	4.80
15118—Tumbler and Toothbrush Holder	4.95
15167—Tumbler Holder	3.40
15235—Combination T. T. B. and Soap	11.90
15222—Combination T. T. B. and Soap	8.15
15150—Tooth Brush Holder	1.40
15103—Tooth Brush Holder	1.60
15176—Tumbler Holder	3.40
15195—Tumbler and Toothbrush Holder	4.80
15192—Tumbler and Toothbrush Holder	4.95
15298—Tumbler and T. B. and Soap	11.90
15291—Tumbler and T. B. and Soap	8.15
15297—Tumbler and T. B. and Soap	6.95
15293—Tumbler and T. B. and Soap	12.70
14811—Comb Tray	5.70
14800—Comb Tray	6.95
15752—6x24 Shelf	10.95
15706—5x20 Shelf	8.00
15710—5x18 Shelf	7.70
15712—5x24 Shelf	8.20
15714—5x30 Shelf	9.50
15301—5x20 Rail	4.55
15202—5x24 Rail	5.00
15304—5x30 Rail	5.70
15307—6x24 Rail	5.75
15435—Paper Holders (Roll)	6.15
15420—Paper Holders (Roll)	2.90
15451—Paper Holders (Sheets)	4.95
15510—Hooks	.60
15528—Hooks	1.10
15513—Hooks	1.30
15534—Hooks	2.55
15538—Hooks	3.20
15521—Hooks	1.15
15520—Hooks	1.20
15501—Hooks	1.75
14510—Stool	12.70

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers.	19.15
No. 7 White Pyralin Square Bath Stool, Cork Top	22.30
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4	34.30
No. 2, same, 20x28	48.35
No. 1, same, Oblong with Square Corners	42.50
No. 2, same, 20x28	42.20
No. 3, same, 20-inch Round	36.70
No. 4, same, 24-inch	48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar	4.10
4600—20-inch Roller Towel Bar with Lock	5.20
2112—14-inch 2-arm Crystal Swing Rack	3.10
2113—14-inch 3-arm Crystal Swing Rack	4.10
2818—⅝x18-inch Crystal Bar	1.95
2824—24-inch Crystal Bar	2.20
2918—1x18-inch Crystal Bar	3.40
2924—24-inch Crystal Bar	3.80
2930—30-inch Crystal Bar	4.55
2936—36-inch Crystal Bar	6.00
2618—⅝x18-inch Opal Bar	1.95
2624—24-inch Opal Bar	2.20
2718—1x18-inch Opal Bar	3.54
2724—24-inch Opal Bar	3.95
2730—30-inch Opal Bar	4.60
2736—36-inch Opal Bar	6.15
5610—5x18-inch Crystal Shelf	4.50
5612—5x24-inch Crystal Shelf	4.90
5606—5x20-inch Crystal Shelf	4.60
5301—5x20-inch N. P. Shelf Rail	3.15
5101—Crystal Tooth Brush Holder	.90
5150—Opal Tooth Brush Holder	.95
5108—N. P. Tooth Brush Holder	.55
5146—Comb, Tumbler and T. B. Holder	1.55
5191 and 5117—Tumbler Holder	1.95
5170—Tumbler Holder	1.10
5196 and 5141—Tumbler and Toothbrush Holder	3.00
5222—Tumbler, T. B. and Soap Holder	5.95
5291—Tumbler, T. B. and Soap Holder	5.95
5293—Tumbler, T. B. and Soap Holder	8.15
5298—Tumbler, T. B. and Soap Holder	8.40

DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P., ½-inch $1.00; ½x¾, $1.10.

URINAL COCKS—E1765—Self Closing N. P., ½-inch, $3.10.

BALL COCKS—E1771—Silent ½-inch O. D. without Integral Stop, less Ball and Stem, $3.10.

BASIN COCKS—

E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing	1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing	2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing	2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing	2.30
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing	2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub	10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing	5.30
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing	3.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing	4.20

CLOSETS AND TRIMMINGS

CLOSET SEATS—

L3500—White Seat, less Cover	11.35
L3600—Birch Mahogany, less Cover	4.00
L3700—Oak, less Cover	4.00
L3501—White Seat and Cover	12.00
L3601—Birch Mahogany and Cover	4.35
L3701—Oak and Cover	4.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge	20.00
L3515—White Crescent Seat	11.35
L3615—Birch Mahogany Seat	8.00
L3615½—Birch Mahogany, Cantonment Type	4.35
L3715—Oak Seat, Mahogany, Cantonment	4.35
L3715—Oak Seat, Cantonment Type	4.35
L3516—White Crescent Seat and Cover	14.35
L3616—Birch Mahogany Crescent Seat and Cover	8.70
L3716—Oak Crescent Seat and Cover	8.70
L3520—White Horseshoe Seat	12.50
L3620—Birch Mahogany Horseshoe Seat	8.80
L3720—Oak Horseshoe Seat	8.80
L3521—White Horseshoe Seat and Cover	16.70
L3621—Birch Mahogany Horseshoe Seat and Cover	8.70
Oak Mahogany Seat and Cover	8.70
L3535—White Extended Seat Closet Front	17.35
L3635—Birch Mahogany Extended Seat Closet Front	13.35
L3735—Oak Extended Seat Closet Front	13.35
L3536—White Extended Closet Front with Cover	22.70
L3636—Birch Mahogany Ext. Closet Front with Cover	16.70
L3736—Oak Extended Closet Front with Cover	16.70
L3565—White Extended Open Front and Back	16.70
L3765—Oak Extended Open Front and Back	16.90
L3566—White, Ditto, with Cover	26.70
L3766—Oak, Ditto	20.00

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—
Extra Heavy Stable Cesspool—12x12x10, 6.60 each; 16x16x10, $9.50.
C. I. Plain Top Cesspools—6x6x2, $0.90 each; 9x9x3, $1.50; 12x12x4, $2.90; 13x13x4, $3.50.
C. I. Extra Heavy, Hinged Top—6x6x12, $1.15 each; 9x9x3, $2.00; 12x12x4, $3.60; 13x13x4, $4.35.
Galvanized Refrigerator Drains, 1¼-in. I. P., $1.60 each.
Blake, Iron wf. B. W. Valve—G102, 2-inch, $10.15 each; G103, 3-inch, $16.15; G104, 4-inch, $24.75.

JOSAM DRAINS—
I. P. Govt. Pattern—203A, 5x2-inch, $14.40 each; 207A, Cx8-inch, $20.00; 2003A, 6x2-inch, $21.60.
800—4-inch N. P. Strainer, 2-inch I. P., $8.15 each.
Roof Drains—400, 4-inch, $14.40; 401, 5-inch, $17.55; 402, 6-inch, $19.20.
Wood Roof Drains—400A, 4-inch, $19.20 each; 401A, inch $22.55; 402A, 6-inch, $24.00.
Floor Drains, 4-inch I. P.—500A, 10-inch, $13.15; 600, 8-inch, $9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—
2-inch Flat Iron Top, $19.80 each; 4-inch Flat Iron Top, $28.95; 4-inch Raised Iron Top, $37.95.

SHOWER STRAINERS—
3¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, $2.40 each; 4-inch ditto by 2-inch ditto, $2.70.
5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap, P2986, $10.35.

PENBERTHY AUTO CELLAR DRAINERS—
No. 1, $28.15 each; 2, $45.00; 3, $62.00. No. 1, Non-Automatic, $21.90.
Washing Machine Drainers, $4.00 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—
No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord.....16.00
No. B1101—2½-gal, Badger's Chemical Extinguisher..20.00
No. B1107—Extra Hose with Nozzle..... 1.50
No. B1108—Hanger ..... .25
No. B1106—8-oz. Acid Bottles ..... .25
No. B1114—Universal Soda and Acid Recharge..... .75
No. 0—Fire Gun Extinguisher, 1 qt..... ...10.00
No. 1—Fire Gun Extinguisher, 1¼ qt.....12.00
No. 2—Fire Gun Extinguisher, 1½ qt..... .....14.00
Universal Liquid for Recharging Fire Gun, per quart.. 1.75
No. B1113—2½-gal. Foamite Firepan Extinguisher...30.00
No. B1118—Pump Tank Extinguisher, 5-gal.....15.00
No. M1201—1-pint Safety Gasoline Cans..... 3.00
No. M1204—1-quart Safety Gasoline Cans..... 3.35
No. M1202—2-quart Safety Gasoline Cans..... 4.65
No. M1205—1-gal. Safety Gasoline Cans..... 5.35
No. M1203—3-gal. Safety Gasoline Cans..... 8.60
No. M1206—5-gal. Safety Gasoline Cans.....10.00
No. M1207—6-gal. Justrite Oily Waste Can..... 6.65
8-gal. Justrite Oily Waste Can..... 7.35
10-gal. Justrite Oily Waste Can..... 8.00
No. S502—Small First Aid Kit..... 7.50

GAS WATER HEATERS

AUXILIARY TYPE—
No. 1½, Lion, No. 25 Ruud, Double Copper Coil.18.70
No. 2, Lion, No. 35 Ruud, Triple Copper Coil..40.00

STORAGE TYPE—
Pittsburg or Ruud Multi-Coil Storage Heaters—

No.	Each
30	85.00
50	95.00
100	295.00
200	355.00
300	420.00
500	650.00

Moment Valve Thermostats—

No.	Each
30, ¾-inch	40.00
50, ¾-inch	40.00
100, ¾-inch	65.00
200, 1-inch	70.00
300, 1-inch	70.00
500, 1½-inch	80.00

AUTOMATIC TYPE—
Pressure Valve, Pittsburgh—

No.	Each
2 (Old No. 50)	105.00
2½ (New No. 50)	120.00
3 (New No. 60)	165.00

Thermostat Type Pittsburgh

No.	Each
2½ (New No. 55)	135.00
3 (New No. 65)	195.00
4	240.00
6	310.00
8	410.00

Combination Boiler and Heater—
No. 30, Royal Auto.. 78.15
No. 40, ditto with Thermostat 91.25
Marvel, ditto, less Thermostat 35.70
No. 40, ditto..... 45.00

LEAD GOODS

PALE AND HALF SOLDER — 500 lb. lots, $33.35; 100 lb. lots, $34.70; less, $36.00.
EXTRA WIPING SOLDER—500 lb. lots, $30.00; 100 lb. lots, $31.35; less, 32.70.
Wire Solder, Smooth, $36.75.
CALKING LEAD — 2000 lb. lots, $9.15; 500 lb. lots, $9.50; Less, $9.80.
PIG LEAD — 2000 lb. lots, $9.50; 500 lb. lots, $9.80; less, $10.15.
SHEET LEAD — Full Rolls, $14.50; Cut Pieces, full width, $14.80; Cut Pieces, odd sizes, $15.80.
¼-inch Lead Tubing, $17.75.
Bar Tin, $80.00.
Block Tin Pipe, full reel and coils, $61.70.
Block Tin Pipe, cut pieces, $70.00.
LEAD BENDS — 4x5½x10, $1.60 each; 4x5½x12, $1.85; 4x5½x15, $2.15; 4x5½x18, $2.50; 4x5½x20, $2.60; 4x10x10, $2.10; 4x10x12, $2.30; 4x10x15, $2.60; 4x10x18, $2.95; 4x10x20, $3.15.
LEAD PIPE—⅜-inch to 1½-inch, full reels and coils, $11.75; 2, 3, 4-inch Lead Soil Pipe, full lengths, $11.75; Other sizes 2½ to 5-inch, full lengths, $12.40; Cut Pieces, all sizes, $13.10.
Note—Add to lead pipe when full reels are taken $2.70 per reel.
Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at $2.00 each net, no freight allowance, on receipt of prepaid B. L.
LEAD WASHERS—$26.20 per 100 lbs.
LEAD WOOL—$22.70 per 100 lbs.
TRAPS—Standard—1¼ Short "P," 55c each; 1¼ Long "P," 85c; 1½ Short "P," 80c; 1½ Long "P," $1.10. 1¼ Short "S," 65c; 1¼ Long "S," $1.00; 1½ Short "S," $1.00; 1½ Long "S," $1.50.
Extra Heavy—1¼ Short "P," 85c each; 1¼ Long "P," $1.25; 1½ Short "P," $1.20; 1½ Long "P," $1.60; 1¼ Short "S," 95c; 1¼ Long "S," $1.55; 1½ Short "S," $1.35; 1½ Long "S," $2.10.
COMBINATION BENDS AND FERRULES — 4x5½x12, $2.35 each; 4x5½x14, $2.60; 4x5½x16, $2.80.
COMBINATION FERRULES, LEAD AND IRON — 4x4, 55c each; 4x6, 95c; 4x8, $1.10; 4x10, $1.40; 4x12, $1.50; 4x14, $1.75; 4x16, $1.85.
Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.
Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE

PIPE—Random	Wrought Steel Blk.	Wrought Steel Gal.	Wrought Iron Blk.	Wrought Iron Gal.	Standard Thread
⅛	4.80	7.00	.....	.....	.16
¼	4.95	7.40	11.10	14.35	.16
⅜	4.95	7.40	11.10	14.35	.16
½	6.35	8.15	11.35	14.55	.16
¾	7.90	10.00	13.90	17.55	.16
1	11.15	14.30	19.95	25.35	.18
1¼	15.10	19.35	26.95	34.30	.22
1½	18.00	23.15	32.20	40.95	.24
2	24.15	31.10	46.40	57.70	.30
2½	39.95	51.15	74.00	87.15	.46
3	52.15	66.95	96.75	113.95	.60
3½	67.20	84.90	116.35	163.15	.76
4	79.55	100.95	137.90	193.30	1.06
5	112.15	141.75	207.30	262.30	1.66
6	145.55	184.00	268.90	340.50	2.10
7	200.00	253.35	.....	.....	2.56
8, 25 lb.	209.35	265.35	.....	.....	3.00
9	294.70	.....	.....	.....	3.76
10, 32 lb.	320.00	.....	.....	.....	4.50
12	412.00	.....	.....	.....	7.50

Cutting Charge—½ Standard Threading. All prices quoted per 100 feet.
Plugged and Reamed—2-in., $40.00; 2½-in., $65.95; 3-in., $86.40.

PIPE FITTINGS

CAST IRON — BLACK —	¼	⅜	½	¾	1	1½	2	3	4
Bends, Y	...	...	.31	.43	.52	1.00	1.43	3.80	6.08
Bends, Rt. OP	...	...	.40	.46	.84	1.25	3.34	9.88	
Bends, Rt. CP	...	...	.27	.31	.32	.62	.87	2.58	7.60
Bushings	.06	.06	.06	.07	.09	.13	.19	.40	.66
Crosses	...	...	.24	.32	.41	.81	1.14	3.04	....
Elbows, 90 dg	.08	.08	.09	.12	.16	.31	.43	1.14	1.82
Elbows, 45 dg	.09	.09	.11	.15	.18	.37	.52	1.37	2.20
Elbows, Red	...	...	.09	.11	.14	.18	.35	.49	1.29	2.13
Plugs	.03	.03	.03	.05	.06	.10	.14	.36	.58
Tees	.12	.12	.14	.18	.23	.44	.63	1.67	2.66
MALLEABLE — BLACK —									
Bends, Rt. OP	...	...	.27	.34	.58	1.33	1.70	....	....
Bends, Rt. CP	...	...	.22	.25	.48	.78	1.13	....	....
Caps	.04	.05	.06	.10	.13	.23	.38	.90	1.50
Crosses	.08	.14	.21	.30	.48	.55	.75	2.25	4.35
Crosses, Red	...	...	.13	.23	.32	.58	.70	1.25	3.65	7.00
Couplings, R.H.	.04	.07	.09	.15	.15	.30	.48	1.40	....
Elbows, St	.05	.07	.11	.19	.19	.34	.65	2.15	5.00
Elbows, Red	.16	.10	.12	.18	.20	.35	.65	1.88	4.00
Elbows, 45 dg	.04	.05	.09	.14	.21	.45	.65	1.45	2.90
Elbows, 90 dg	.06	.08	.10	.10	.16	.30	.50	1.50	3.25
Locknuts	.03	.03	.05	.10	.14	.19	.22	.50	.90
Reducers	.10	.06	.09	.13	.20	.26	.45	1.20	1.60
Tees	.07	.11	.13	.12	.18	.40	.68	1.85	3.75
Tees, Red	.18	.13	.17	.24	.23	.50	.88	2.30	4.65
Tees, 4-Way	...	...	.12	.18	.24	.43	.90	1.60	....	....
MALLEABLE — GALVANIZED —									
Bends, Rt. OP	...	...	.40	.50	.83	2.18	2.83	6.25	....
Bends, Rt. CP	...	...	.35	.38	.70	1.25	1.98	....	....
Caps	.06	.08	.09	.14	.19	.38	.60	1.50	2.50
Crosses	.11	.20	.30	.45	.60	1.00	1.30	3.75	7.15
Crosses, Red	...	...	.19	.34	.75	.85	1.00	1.60	4.80	9.20
Couplings, R.H.	.07	.10	.14	.23	.26	.50	.78	1.85	....
Elbows, 90 dg	.08	.12	.14	.14	.25	.45	.75	1.90	4.00
Elbows, Red	.22	.15	.18	.27	.32	.60	1.00	2.35	5.05
Elbows, 45 dg	.06	.09	.13	.21	.32	.65	.90	1.80	3.65
Elbows, St	.08	.11	.16	.29	.32	.58	1.00	2.70	6.40
Locknuts	.04	.05	.08	.15	.21	.21	.35	.75	1.45
Reducers	.14	.09	.14	.19	.30	.43	.73	1.60	2.70
Tees	.10	.16	.19	.19	.29	.60	1.05	2.30	4.70
Tees, Red	.28	.20	.24	.36	.37	.75	1.10	2.85	5.80
Tees, 4-Way	...	...	.17	.27	.35	.63	1.25	2.05	....	....

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—

	⅜	½	¾	1	1½	2	3	4
Cl. Sh.....	3.42	4.28	4.80	6.40	10.40	14.40	30.75	58.25
Long.....	5.14	5.98	7.20	10.40	16.00	17.25	46.00	82.00
4-in. Long..	5.98	6.85	....	....	....	....	....	.....
5-in. Long..	6.84	8.56	8.80	12.00	16.00	20.50	....	.....
6-in. Long..	8.56	10.26	10.40	14.40	23.20	24.35	54.40	.....

NIPPLES—GALVANIZED—Per 100—

Cl. Sh.....	5.40	5.40	6.84	9.40	17.96	23.08	47.90	97.25
Leng.....	9.90	9.90	11.98	16.24	29.92	32.15	75.25	134.65
4-in. Long	10.80	11.70	....	....	....	....	....	.....
5-in. Long	13.50	14.40	15.40	20.52	26.70	35.55	....	.....
6-in. Long	15.30	16.20	17.96	23.94	31.50	41.75	89.00	.....

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, ¼-inch to ½-inch, $10.40 each; No. 1, ¼-inch to 1-inch, $13.65; No. 1½, ¾-inch to 1¼-inch, $12.35; No. 1¾, $12.35; No. 2, 1¼-inch to 2-inch, $18.85; No. 3, 2½-inch to 3-inch, $45.50.

Extra Dies and Bushings—List plus 50 per cent.

Miller s Reversible Ratchet Stocks and Dies—"B" complete, ¼-inch to 1-inch, $21.20 each; "C," 1-inch to 1½-inch, $24.05; "D," 1¼-inch to 2-inch, $28.10.

Extra Dies, Bushings and Die Frames, List plus 80 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, ⅛ to ½-inch, $10.80 each; No. 2, ¼ to 1-inch, $14.40; No. 2½, ½ to 1¼-inch, $16.80; No. 3, 1 to 2-inch, $25.20.

Extra Dies—List plus 80 per cent. All other Repairs list plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, ⅛ to ¾-inch, $26.60 each; ¼ to ¾-inch, $22.40; ½ to ¾-inch, $14.00.

Dies with Heads—⅛, ¼ or ⅜-inch, $4.20; ½ or ¾-inch, $4.90.

Extra Dies (4 segments), all sizes, $2.80 each.

Ratchet only, $4.20.

No. 0 complete, ⅛ to ¾-inch, $22.40. R. H. Dies, complete, 8 sets, $9.00. L. H. Dies complete, 5 sets, $15.00.

No. 1 complete, 1 to 2-inch, $26.40.

1-A Ratchet complete, 1 to 2-inch, $33.00. Dies complete (8 sets), 1¼, 1½, $6.75. Same, Single Set, 4 pieces, $2.25. 2-inch Dies for No. 1 or 1-A, $3.25.

No. 2 complete, 2½ to 4-inch, $110.00. Dies, complete, 4 sets, $35.20. Dies, single sets, 5 pieces, $8.50.

No. 3 complete, 4½ to 8-inch, $330.00. Dies, complete, 5 sets, $66.00; Dies, single sets, 5 pieces, $13.20.

No. 4 complete, 9, 10 and 12-inch, $550.00. Dies complete 3 sets, $66.00. Dies, single set, 5 pieces, $22.00.

No. 10 complete, 1 to 2-inch, $36.40. R. H. Dies complete, 4 pieces, $5.52. L. H. same, $5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, $44.20.

No. 25, complete, 2½ to 6-inch, $253.04. Dies, complete, 4 pieces, $8.80. All other repairs, list plus 80 per cent.

Toledo Power Drive, D. C. or A. C. Motor, $660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, ⅜ to 1-inch, $30.60 each. Extra Die Heads and Chasers, ⅜-inch, $5.10; ½ or ¾-inch, $5.96; 1-inch, $6.80. Extra Chasers, any size (4), $2.76.

No. 6 Beaverette, complete, ¼ to ¾-inch, $24.00. Extra Dies, per set, $4.50.

No. 23 Stock and Die, complete, 1-inch to 2-inch, $26.40. Extra Die Heads, ½ or ¾-inch, $6.06.

No. 25, complete, 1 to 2-inch, $36.00. Extra Dies, per set, $4.66.

No. 26, Ratchet, complete, 1 to 2-inch, $42.00.

No. 41, complete, 2½ to 4-inch, $110.00. Extra Dies, per set, $12.00.

No. 61, complete, 2½ to 6-inch, $264.00. Extra Dies, per set, $26.60.

Other repair parts for No. 6—List plus 50 per cent.

Other repair parts for 23, 25, 26, 41 and 61—List plus 33 1-3 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, ⅛ to 2-inch, $5.00 each; 18-inch, 1 to 5-inch, $10.00. Extra Straps— 12-inch, $1.00; 18-inch, $2.00. Basin Wrench, $2.30; Spud Wrench for Radiator Nipples, $3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, ⅛ to ¾-inch, $3.50 each; No. 31 or 11, ⅛ to 1½-inch, $5.00; No. 32 or 12, ¼ to 2½-inch, $7.20; No. 33 or 13, ¾ to 4-inch, $10.00; No. 33½ or 13, 1 to 6-inch, $13.00; No. 34 or 14, 1½ to 8-inch, $16.00; No. 35 or 15, 2 to 12-inch, $26.00. Extra Parts, List plus 70 per cent.

Agrippa Chain Wrenches—No. 21, ⅛ to 1½-inch, $6.50 each; No. 22, ¼ to 2½-inch, $9.30; No. 23, ¾ to 4-inch, $13.00; No. 23½, 1 to 6-inch, $16.75; No. 24, 1½ to 8-inch, $20.50; No. 25, 2 to 12-inch, $33.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, $18.00 each; No. 1, 2 to 6-inch, $32.00; No. 2, 2½ to 10-inch, $64.00; No. 3, 3 to 14-inch, $120.00.

Walworth Reversible Bostong Wrenches—No. 2, ¼ to 2-inch, $11.00.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, ⅛ to 1-inch, $4.50 each; No. 2, ⅛ to 2-inch, $6.00; No. 3, 1½ to 3-inch, $10.00; No. 4, 2½ to 4-inch, $20.00; No. 5, 4 to 6-inch, $30.00; No. 6, 6 to 8-inch, $40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels — No. 1, $1.00 each; No. 2, $1.20; No. 3, $1.60; No. 4, $2.00; No. 5, $2.20.

Saunders Roller Type—No. 1, ⅛ to 1-inch, $3.90 each; No. 2, 1 to 2-inch, $5.96; No. 3, 2 to 3-inch, $14.30; No. 4, 2½ to 4-inch, $23.40; No. 5, 4 to 6-inch, 36.40. Extra Parts, List plus 40 per cent.

Knurled Wheels—No. 1, $1.00 each; No. 2, $1.20; No. 3, $2.20.

Trimo—No. 1, ⅛ to 1¼-inch, $4.95 each: No. 2, ⅛ to 2-inch, $6.60; No. 3, 1¼ to 3-inch, $11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, ⅛ to 1-inch, $27.00 each; No. 5, ⅛ to 2-inch, $30.00; No. 10, 2½ to 4-inch, $120.00.

Extra Knives, per set—No. 1, $1.80 each; No. 5, $2.24; No. 10, $3.74.

Toledo—No. 250, 2½ to 6-inch, $168.00 each. Extra Blades (Set of 4), $1.76.

MISCELLANEOUS CUTTERS—Chesterton or Fletcher Gauge Glass Cutter, A5903, $4.00 each.

Gasket Cutter, $1.80.

PIPE TAPS AND REAMERS—R. H. A4201—⅛ to 1-inch, List less 20 per cent; 1¼ to 2-inch, List less 10 per cent: 2½ to 3-inch, List plus 40 per cent; 3½ to 4-inch, List plus 70 per cent..

L. H. A4201 and Reamers A4202—⅛ to 1-inch, List plus 10 per cent; 1¼ to 2-inch, List plus 32 per cent; 2½ to 3-inch, List plus 70 per cent; 3½ to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, ¼ to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, ⅜ to 1¼-in., $12.48 each; E4851, ⅜ to 3-inch, $18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—⅜ to 3-inch, $19.20 each.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top —

No.	Each.
18, 12x36	12.00
24, 12x48	12.00
30, 12x60	12.00
40, 14x60	16.35
52, 16x60	28.00
66, 18x60	48.00
82, 20x60	58.00
100, 22x60	80.00
120, 24x60	90.70
144, 24x72	146.70
168, 24x84	135.35
192, 24x96	160.00

Standard Galvanized Horizontal—

No.	Each.
30, 12x60	13.20
40, 14x60	18.00
52, 16x60	30.80
66, 18x60	52.80

Double Extra Heavy, Vertical, six- year guarantee—

No.	Each.
30, 12x60	20.00
40, 14x60	26.70

Extra Heavy Galvanized Vertical or Horizontal—

No.	Each.
30, 12x60	14.70
40, 14x60	19.35
52, 16x60	37.35
66, 18x60	68.70
82, 20x60	82.00
100, 22x60	112.00

Graves 800-lb. W. P 6-year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.
30, 12x60	47.50
40, 14x60, ...	57.35

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—

No.	Each.
30, 12x60	43.35
40, 14x60	50.70
52, 16x60	76.70
66, 18x60	110.00
82, 20x60	133.35
100, 22x60	166.70

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Range Boilers—Continued.

Boiler Stands—	
Hawks Universal.....	2.35
Sanders Adjustable...	1.00
Foster	1.50
12-in. American Ring..	2.20
14-in. American Ring..	2.55
16-in. American Ring..	3.60
18-in. American Ring..	5.00
20-in. American Ring..	6.00
22-in. American Ring..	8.00
24-in. American Ring..	9.35
½-in. Range Boiler Relief Valves	2.00
½-in. Stack Combination Relief Valves & Faucets, Set 85 lbs.....	7.35
Ditto, Set 150 lbs.....	7.35

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.

P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $73.35.

P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.35; 6x20-in., $96.70; 6x24-in., $112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.85; H1685, P6508, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall Fountain with Trays, $17.75; B7500, Self Closing Sink Bubbler, $6.75; B7600, Self Closing Sink Bubbler, $4.75; B7800, Self Closing Swinging Sink Bubbler, $10.35; B8000, Self Closing Swinging Basin Bubbler, $8.00; B8100, Self Closing Basin Bubbler, $6.35; B8200, Self Closing Basin Bubbler, $14.00; B8300, Self Closing Swinging Basin Bubbler, $11.75; B8700. Nozzle ⅜-in. I. P., $1.20.

GLAUBER DRINKING FOUNTAINS—H503A, $8.00; H504E, $7.55; H510A, $8.55; H510B, $8.55.

MUELLER DRINKING FOUNTAINS—E3728, $8.70; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.

P6991, P6706-7, P6715-16, P6720-21—20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.

P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70.

P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.

P6814—22x26-in., $4.00.

P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.

P6817-18, P6822-23, P6826-27—20x30-in., $3.50.

ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, $3.00 each; enameled, $4.00.

Type "B"—Painted, $3.50 each; Enameled, $5.85.

The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS—K1176, C730, P7010—20-in., $5.35; 24-in., $6.35; 30-in., $6.70; 36-in., $10.35; 40-in., $12.35; 42-in., $12.70; 48-in., $16.35.

END PIECES—K1182, P7012—18-in., $5.70; 20-in., $6.20; 22-in., $6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., $7.75; 14x20-in., $8.35; 16x24-in., $8.80; 18x24-in., $9.60; 18x30-in., $9.60; 18x36-in., $14.40; 20x24-in., $10.20; 20x30-in., $10.60; 20x36-in., $15.70; 22x36-in., $16.35; 20x40-in., $20.00; 24x48-in., $26.70.

STEEL SINKS — New Era Galvanized — 16x24-in., $4.40; 18x30-in., $5.90; 18x36-in., $7.60; 20x30-in., $7.10; 20x36-in., $9.00; 20x40-in., $9.30.

New Era, Painted — 16x24-in., $4.00; 18x30-in., $5.10; 18x36-in., $6.50; 20x30-in., $6.30; 20x36-in., $7.80; 20x40-in., $8.00.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., $53.40; 10-gal., 12½x14-in., $93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., $36.00; 18x22-in., $42.00; 20x22-in., $44.00; 20x24-in., $46.70.

K1212, P7235—16x20-in., $34.00; 18x22-in., $40.00; 20x22-in., $42.00; 20x24-in., $44.70.

K1230, C670, P7274—Enameled inside, with 2-in., outlet and N. P. Duplex Strainer—16x16x10-in., $10.70; 16x16x12-in., $12.40; 20x14x12-in., $12.40; 20x16x12-in., $14.00; 22x20x12-in., $18.00; 24x18x12-in., $16.35; 24x20x12-in., $17.70; 30x20x12-in., $28.00; 36x20x12-in., $31.70.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, $12.00; Enameled all over, $15.00.

SEWER PIPE

VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.

BRANCHES AND CURVES—3-inch, 85c each; 4-inch, $1.10; 6-inch, $1.50; 8-inch, $2.15; 10-inch, $3.00.

TRAPS—3-inch, $2.15 each; 4-inch, $2.70; 6-inch, $3.75; 8-inch, $6.40; 10-inch, $8.95.

TRAYS AND ENAMELED URINALS

LAUNDRY TRAYS—Less Fittings—K1248, P7800, $102.70. For additional hardwood Wringer Holder between sections, add $4.00.

K1250, P7320—1-Section, $57.35; 2-Section, $106.70; 3-Section, $153.35.

P7338—1-Section, $58.35; 2-Section, $97.35; 3-Section, $145.35. Without Wringer Holders, deduct $4.00 each.

K1268, C830, P7350—1-Section, $24.35; 2-Section, $48.70; 3-Section $73.00.

For Wood Covers, each section, add $6.70.

For N. P. Union Strips, add $3.35 each.

URINALS—K1479, C960, P9960—Enameled Inside Urinal with Concealed Wall Hangers, Brass Bee Hive Strainer, Tank with Automatic Fittings, Flush Pipe, Tee and Brass Washdown Pipe, less Trap—2-ft., $66.70; 2½-ft., $73.40; 3-ft., $78.70; 3½-ft., $83.50; 4-ft., $90.00; 5-ft., $106.70; 6-ft., $123.50.

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of $1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

SALESMEN WANTED

Commission salesmen calling on retail hardware dealers—we have good specialty: carry as a side line. Write Bouquet-Brownson Co., St. Paul, Minnesota. (tf)

SALES REPRESENTATION

Sales organization of six years' standing, covering the Pacific Coast jobbing trade, can represent two or three additional manufacturers with representative products sold through the hardware trade. Best references from the trade, banks, manufacturers we have represented. Graf Sales Co., Williams bldg., San Francisco. (1)

SALESMEN to sell wholesale hardware, drugs, grocers and wooden-ware and general merchandise jobbers. Bouquet-Brownson Co., St. Paul, Minn. (tf)

WANTED

Wanted—A thoroughly experienced high class salesman to cover the jobbing hardware and best retail trade in the Southwestern States. Commission basis. Lane Bros. Co., Poughkeepsie, N. Y. (2)

FOR SALE OR TRADE

120-acre Alfalfa Ranch in Mojave River Valley, near Barstow, Cal. Excellent vineyard land. Will trade for small hardware stock within 200-mile radius of Los Angeles. GEO. A. SAILER, Mt. Vernon, Indiana.

FOR SALE

Hardware Store, Santa Clara Valley. Clean up-to-date stock. Established 20 years. Stock and fixtures will invoice about $14,000. Will require about one-third cash, balance monthly. Long lease, large room; doing good business. Reason for selling, sickness. Fine opportunity for experienced man with small capital. Address "Peninsula," care HARDWARE WORLD.

IXL FORD STABILIZER

Makes a Ford drive like a Real Car. Insures safety on rough roads. Easily installed. Send P. O. order for $1.50 for sample, prepaid; money back if not as represented. Live agents wanted — pick your territory, but speak quick..

Wm. Anwyl Jones, Fairoaks, Cal. (1)

SALESMEN WANTED

Wanted — Salesmen to sell the Interchangeable Toledo Safety-Razor Blade to jobbers and large users. Commission. The Burham Safety Razor Company, New York. (1)

REPRESENTATIVE WANTED

Opportunity for live energetic representative in the West to take on the sale of a number of Hardware and Household Commodities — our products are well known, and are being sold to 450 jobbers throughout the country. Representative must be able to finance himself till returns from sales. Address Box 301, HARDWARE WORLD.

WANTED

Wanted: to hear from owner of good hardware store for sale. State cash price, particulars. D. F. Bush, Minneapolis, Minn. (J.A.S.)

HARDWARE SALESMEN

Salesmen wanted, visiting hardware dealers, to handle our patented step-ladder as a side line, on a commission basis.

SURESTEP LADDER CORP.,
401 Winthrop Ave., Long Island City, N. Y.

HARDWARE AND SPORTING LINES WANTED

Manufacturers' Agents with office in New York are commissioned to buy reliable lines for five syndicate Hardware and Sporting Goods groups. We want lines to sell in carload lots, also lines for less carload shipment. Standard goods with private brand will be considered. Address Box 350, care HARDWARE WORLD, St. Louis. (J)

FOR SALE

For Sale, hardware and implement stock in the Willamette Valley. Town about 1800 population. Good dairy and agriculture community. Will invoice about $11,000. Owner has other interest to look after. Address W E. C., care HARDWARE WORLD, Portland, Ore. (tf)

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Shot Cartridges—

	Black.	Smokeless.
22 Long	$0.65	$0.70
44 Win. Wd. End	1.70	2.00
44 Mar. Game Getter	1.70	1.95
44 XL	1.85	2.10
40-82	1.65	...
45-70	1.65	...

Blank Cartridges—

22	$0.20
32 S. & W.	.75
38 S. & W.	.90

Caps and Primers—

Percussion Caps	.25
Muscat Caps	.30
Primers, 100 in box	.50
Primers, 250 in box	1.15
New No. 4 and 33 Primers	.60

Wads—

Cardboard, box of 250	.20
Blk. Edge, Reg. box of 250	.60
Blk. Edge, ¼" box of 125	.45
Blk. Edge, ¼" box of 250	.90

Rim Fire, Cartridges—

	Semi-Smokeless.	Smokeless.
BB Caps	$0.35	$0.35
CB Caps	.45	.45
22 Short	.25	.35
22 Short H P	.30	.35
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.35	.40
22 Long Rifle H P	.40	.50
22 S. & W. Long	.35	.40
22 Extra Long	.55	...
22 W R F	.55	.60
22 W R F, H P	.60	.65
22 Win & Rem Auto	...	.60
22 Win & Rem Auto, H P	...	.65
25 Short Stevens	.60	...
25 Stevens	.85	...
32 Short	.60	...
32 Long	.70	...
38 Short	1.00	...
38 Long	1.20	...
41 Short	1.00	...
41 Long	1.05	...

Center Fire, Cartridges—

32 Win SS	1.50	1.75
22-15 Stevens	.65	...
25-20 Stevens Lead Blt	1.85	2.05
25-20 Stevens S.P.& M.C.	1.90	2.20
25-20 Mod. 92 Lead	1.65	1.90
25-20 Mod. 92 S.P.& M.C.	...	2.00
25-20 Mod 92 H.V.S.P.& M.C.	...	2.15
25 Colts Auto	...	1.60
30 Bar S.P.& M.C.	...	2.60
30 Luger S.P.& M.C.	...	2.60
30 Mau S.P.& M.C.	...	2.60
30 Mau in Clips S.P.& M.C.	...	1.35
32 Smith & Wesson	1.15	1.25
32 S & W. Metal Pt.	...	1.30
32 S.& W. Long	1.15	1.35
32 S & W.Long Metal Pt.	...	1.45
32 Short Colts	1.15	1.25
32 Long Colts	1.25	1.35
32 Colts New Police or Police Pos.	1.25	1.35
32 Colts Auto S.P.& M.C.	...	1.75
32 Win or 32-20 Lead Blt	1.65	1.90
32 Win or 32-20 S.P.& M.C.	...	2.00
32 Win or 32-20 H.V.S.P.& M. C.	...	2.15
35 S.& W.Auto S.P.or M.C.	...	1.75
38 S. & W.	1.40	1.55
38 S. & W. Mtl. Pt.	...	1.60
38 S. & W. Special	1.70	1.80
38 S. & W. Special Mtl. Pt.	...	1.95
38 Colts New Police or Police Pos.	1.40	1.55
38 Colts New Police or Police Mtl. Pt.	...	1.65
38 Short Colts	1.40	1.55
38 Long Colts	1.50	1.65
38 Colts Auto S.P.& M.C.	...	2.50
380 Colts Auto S.P.& M.C.	...	2.40
9 M-M Lug. S.P.& M.C.	...	2.75
38-40 Lead Bullet	2.00	...
38-40 S.P.& M.C.	...	2.45
38-40 HI.Vel.S.P.& M.C.	...	2.70
41 Short Colts	1.65	1.80
41 Long Colts	1.90	2.15
44 S. & W. Am.	2.00	...
44 S. & W. Rus.	2.15	2.30
44 S. & W. Spec.	2.30	2.50
44 Win or 44-40 Ld. Blt.	2.00	...
44 Win or 44-40 S.P.& M.C.	...	2.45
44 Win or 44-40 H. V. S.P.& M. C.	...	2.70
44 Game Getter	2.00	2.25
44 Webley	1.80	...
44 Bull Dog	1.75	...
45 Webley	2.25	...
45 S. & W.	2.40	...
45 Colts	2.15	2.40
45 Colts Auto	...	2.90
50 Rem. Pistol	...	2.25

Rifle Cartridges—
Cost—Factory List Less 10-5%.

	Semi-Smokeless.	Smokeless.
22 HI.Pr.Savg.S.P.&M.C.	...	$1.55
6 M-M S.P.&M.C.	...	2.20
6 M-M Short RangeS.P.&M.C.	...	1.85
7 M-M Mauser S.P.&M.C.	...	2.20
7-65 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mann S.P.&M.C.	...	2.20
9 M-M Mann S.P.&M.C.	...	2.30
25-21 Stevens S.P.&M.C.	$0.90	1.10
25-25 Stevens S.P.&M.C.	.90	1.10
25-36 Marlin S.P.&M.C.	...	1.40
25 Rem.S.P.&M.C.	...	1.40
25-35 Win.S.P.&M.C.	...	1.40
25-35 Short Range Lead	...	1.30
250-3000 Savg.S.P.& M.C.	...	1.75
256 Newton S.P.& M.C.	...	2.25
280 Ross Win & UMC Make	...	2.50
280 Ross, Ross M'keC.T.&M.C.	...	2.65
30-30 S.P.& M.C.	...	1.55
30-30 Miniature M.C.	...	1.50
30-30 Short Range Lead	...	1.30
30 Rem.S.P.& M.C.	...	1.55
303 Savg.S.P.& M.C.	...	1.55
303 Savg.Min.M.C.	...	1.50
303 Savg. Short Range ad	...	1 30
30 Newton	...	2.50
30 Springfield 03 Rimless S.P. & M. C.	...	2.25
30 Springfield 06 Rimless S.P. & M. C.	...	2.25
30-220 Win. or Krag S.P.&M.C.	...	2.10
30-220 Win.or Krag S.P.&M.C., Middle Range	...	1.80
303 British S.P.& M.C.	...	1.55
32 Rem.	...	1.55
32 Win. Self Ldg. S.P.& M.C.	...	2.75
32 Win. Spcl. S.P.& M.C.	...	1.55
32-40 Lead	1.20	...
32-40 S.P.& M.C.	...	1.40
32 Hi.Vel.S.P.& M.C.	...	1.55
32-40 Short Range Lead	...	1.20
32-40 Miniature M.C.	...	1.25

5c a box off 100 lots.
10% off 500 lots.

SHELLS LOADED—
MEDIUM GRADE.
BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.85
3¼ drs. x Buck shot, drop shot	1.85
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs. x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz.,, chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot	1.35

Trap Loads—

12 3 drs. x 1¼ oz., 7½ chilled	1.35
3⅛ drs. x 1¼ oz., 7½ chilled	1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot	1.05

Caps and Primers—

Percussion	.20	...
Musket Caps	.25	...
Primers, 100 in box	.35	...
Primers, 250 in box	.80	...

Empty Paper Shells—Black pow.—

12, 16, 20 Ga., per 100	2.00
10 Ga. per 100	2.30

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.55
10 Ga. per 100	2.65

Empty Brass Shells—

Best Quality 12, 16, 20, 28; box 25	3.00
2nd Quality 12, 16, 20, 28; box 25	2.30

Wads—

Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ¼ in., 125 in box	.40
Black Edge, ¼ in., 250 in box	.80

ADZES—UNHANDLED—
Lipped Ship—White, Barton's or Colliers's, 5½ in., $7.25; 6-inch, $7.75.
Plain Ship—Plumb, No. 780, $3.00; Hunt's, $2.75.
Carpenter's—Plumb, Nos. 740, 750, $2.50; Hunt's, $2.25.
Railroad—Plumb, No. 770, $2.70; American, $1.75.

ALUMINUM WARE, CAST—
Griddles—Size 7, $2.65; 8, $3.00; 9, $350; 12, $3.75.
Kettles, Berlin — 2½ qts., $4.50; 4, $5.25; 5, $6.25; 6, $6.50.
Kettles, Maslin—4 qts., $4.00; 6, $4.50; 8, $6.00; 12, $8.25.
Kettles, Tea—Size 6, $5.50; 7, $5.75; 8, $6.25.
Pans, Lipped Sauce—2 qts., $3.65; 3, $4.00; 4, $4.50.
Skillets—Size 6, $2.75; 7, $2.85; 8, $3.15; 9, $3.65.
Spoons, Basting—15-inch, 30 cents.
Spoons, Mixing—13-inch, 30 cents.
Waffle Moulds—Size 7, low, $4.00; 8, low, $4.00; 7, deep, $4.00; 8, deep, $4.50.

ALUMINUM WARE, PRESSED—

Boilers, Rice—	
1½ quart	1.65
3 quart	2.85
Cups—	
Collapsible	.15
Measuring	.25
Covers, Pot—	
7¾ inch	.25
8½ inch	.20
9½ inch	.25
10½ inch	.35
11½ inch	.40
Kettles, Convex—	
2 quart	1.00
4 quart	1.50
6 quart	1.90
8 quart	1.25
10 quart	2.50
Kettles, Preserving—	
3 quart	1.10
6 quart	1.60
10 quart	2.10
14 quart	2.75
Kettles, Tea—	
5 quart	2.50
6 quart	3.00
8 quart	3.25

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RETAIL SELLING PRICES—Continued.

ALUMINUM WARE, PRESSED—Continued.

Ladles—	
½ pint	.20
Moulds, Jelly—	
2841 to 2848	.10
Pans, Biscuit—	
11⅝x7⅛x1½ inch	.60
Pans, Bread—	
9¾x5⅝x2¾ inch	.55
Pans, Cake—	
Round, Plain, 8⅞ in.	.30
Round, Plain, 9⅝ in.	.35
Rd., Loose Bot., 8⅞ in.	.45
Rd., Loose Bot., 9⅝ in.	.50
Square, Plain, 9½ in.	.80
Tube, Plain, 9 inch	.80
Tube, Plain, 9⅝ inch	1.10
Mountain, 9⅜ inch	.40
Pans, Corn Cake—	
6-cup	.75
12-cup	1.85
Pans, Dish—	
10 quart	2.10
17 quart	3.00
Pans, Fry—	
9⅞ inc	2.50
10¾ inch	2.75
Pans, Milk—	
6 quart	1.40
Pans, Pie—	
9⅝ inch	.40
Pans, Pudding—	
1 quart	.45
2 quart	.60
4 quart	.90
Pans, Convex Sauce—	
1 quart	.65
3 quart	1.25
6 quart	1.85
Pots, Fireless Cooker—	
4 quart	1.35
6 quart	1.60
8 quart	2.00

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25. Sebco, 3-16x½ in., ⅝ in., 1 in., $5.00 per hundred list; ⅛x½ in., ¾ in., 1 in., $5.60 per hundred net.

ANVILS: Steel Face — 20-lb., $6.75; 30-lb., $8.00; 40-lb., $9.50; 50-lb., $11.25. Wrought — Trenton, base, 30c lb.; Hay-Budden, base, 35c lb.

Advances for size on Hay-Budden anvils—20-29 lbs., cwt., $8.00; 30-39 lbs., cwt., $5.00; 40-49 lbs., cwt., $3.00; 50-59 lbs., cwt., $2.00; 60-69 lbs., cwt., $1.00; 70-79 lbs., 50c; 80-425 lbs., base.

ANTIMONY—Slab, 25c lb.

APRONS: Carpenter — 100, 40c each: 24" 8-oz., white, 1 pocket, 101, each, 55c: 24" 8-oz., brown, 3 pockets, 102, each, 65c; 36" 8-oz., brown, 3 pockets, 105, each, $1.00; 48" 10-oz., brown, 7 pockets, 106, each, $1.95; 48" 10-oz., brown, 3 pockets, 16, each, $1.55; 48" 10-oz., closed leg, 7 pockets, 17, each, $2.10.

Lumberman's—36" 10-oz., brown, double front, no pockets, each, $1.05.

Teamster's—48" 10-oz., brown, 1 pocket, each, $1.55.

AUGERS—Greenlee or Snell's—

	⅝"	⅞"	1"	1¼"	1½"	2"
Boring	$1.25	$1.65	$1.85	$2.50	$3.00	$4.00
Carpenter's Nut	1.00	1.35	1.60	2.00	2.75	3.50
Ship, Screw	1.35	1.65	1.85	2.15	2.30	6.10
Ship, no screw	1.60	1.95	2.15	2.55	3.85	7.35

AUGERS—Post Hole—Iwan, 6-inch, $3.00 each; 7-inch, $3.25; 8-inch, $3.25. Vaughan's, 4 to 8-inch, $2.50.

ASBESTOS—

Mill Board, per sheet, cut, 15 cents.

Sheathing 36-inch roll, Nos. 8 to 60, 15 cents.

Cement, dry, 100-lb. bags, $6.75.

ATHLETIC GOODS—See Sporting Goods.

AXES—

Double Bit, unhandled, $2.50.

Single Bit, handled — Warranted, $2.50; second grade, $2.25; common, $2.00.

Fireman's—Hunt's, $3.00.

Boys'—Kelly's Perfect, $1.75 common, $1.55.

Broad: Hunt's — No. 10½, $6.50; No. 11, $6.75; No. 11½, $7.00.

Baker Pattern—6-lb., $6.00; 7-lb., $6.40; 8-lb., $6.75.

Hurd's Western Pattern—7-lb., $5.50; 8-lb., $6.00.

Hunters'—Hunt's No. 000, $1.25; Sayre's No. 50, $1..75; Sheaths, 80c.

Marble's Barton, Canada pattern—5-lb., $9.00; 6 to 7 lbs., $9.55; 7½ to 8 lbs., $10.15.

Marble's Canada pattern—5-lb., $9.25; 6 to 7 lbs., $9.80; 7½ to 8 lbs., $10.35.

Marble's Pocket — No. 2, $3.25; No. 3, $3.50; No. 5, $2.00; No. 6, $2.25.

BAGS—WATER—

Closed Top—		Sanitary Top—	
1-gal.	1.15	1-gal.	1.35
2-gal.	1.35	2-gal.	1.50
3½-gal.	2.10	3½-gal.	2.25
5-gal.	2.65	5-gal.	2.85

BABBITT METAL—XXXX Nickey, lb., 70c; Challenge and Genuine, 60c; Armature, 55c; Conper Hard, 30c; Genuine Liberty Motor, 60c; Magnolia, 45c; Merit (less than 280-lb. lots) 35c; Elextric and X, 15c; XX, 12c; XXX, 10c. Frictionless—No. 1, lb., 55c; 2, 20c; 3, 15c; 4 13c.

BARS, CROW—Pinch Point, Wedge or Lining, 13c lb. Claw, 25-lb., 15c lb.; 30-lb., 15c lb. Ripping or Wrecking, ½x12-in., 25c each; ⅝x20-in., 35c; ⅝x24-in., 40c; ¾x24-in., 45c; ¾x30-in., 50c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers.

BELTING: Round Leather, 500-ft. reels—3/16" per foot, 5c; ¼" 10c; 5/16" 15c; ⅜" 20c.

BEVELS — Sliding T: Stanley 25 or Sargent 2B — 6" 60c; 8" 70c; 10" 75c; 12" 80c.

Stanley No. 18 or Sargent 66B: 6" $1.00; 8" $1..10; 10" $1.25.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in	⅝-in	¾-in.	1-in.
Plain Rough brass	.80	1.05	1.35	....
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	.90	1.15	1.50	7.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	....

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.40	.75	.40	....	.25
4	.40	.65	.40	1.00	.25
5	.40	.65	.40	....	.25
6	.40	.65	.40	1.00	.30
7	.40	.65	.40	1.00	.30
8	.40	.65	.45	1.00	.35
9	.40	.75	.50	1.10	.35
10	.40	.75	.55	1.25	.40
11	.45	.90	.65	1.35	.45
12	.45	.90	.65	1.50	.45
13	.55	1.05	.75	1.65	.50
14	.55	1.05	.75	1.75	.55
15	.65	1.20	.85	1.85	.60
16	.65	1.20	.85	2.00	.65
17	...	1.50	1.00	....	.70
18	.75	1.50	1.00	....	.75
20	.90	1.75	1.10	....	.80
22	...	1.70	1.25	....	.85
24	...	1.80	1.35	....	1.10

Bitts: Standard Auger, in sets — 8 bitts, 108-18¾ quarters, $4.50; 13 bitts, 118-32½ quarters, $7.05; 13 bitts, 13-32½ quarters, $6.00.

Irwin Auger, in sets—413, box, 32½ quarters, 13 bitts, $9.00; 413C, box, 32½ quarters, 13 bitts, $9.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clarks' small, $2.00; large, $2.75; Steers, small, $3.00; large, $3.75.

Expansive Bit Cutters—Clark's No. 1, 35c; No. 2, 45c: No. 3, 65c; No. 4, 75c. Steers, No. 1, 60c; No. 2, 60c; No. 3, 65c; No. 4, 70c.

BIT HOLDERS—Extension—

Millers Falls, No. 3—			
12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	...	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	...	...	...	4.75	6.75	10.00
Steel—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	...	1.65	...	2.25	5.50	8.75
Double Roller Bushed	...	3.80	...	4.10	10.00	15.00
Triple Roller Bushed	...	4.65	...	5.75	14.25	20.00
Snatch, Plain Bushed	...	...	...	4.10	6.00	8.75
Snatch, Roller Bushed	...	...	...	7.00	9.75	15.25

BLOWERS—

Champion Blacksmith — No. 400, $47.25; No. 40, $27.75.

Buffalo—No. 700, $27.00; No. 200,, 12" $40.50; No. 200, 14" $47.25.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, $4.50; No. 2, $4.00.

Stanwell—No. 1, $2.25; No. 2, $2.00.

Without Table (skirt boards)—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foot, $2.00.

BOARDS—(See Washboards).

BOLTS—Common Carriage (Per 100)—

	3/16" and ¼"	5/16"	⅜"	7/16"	½"
1½	$1.00	$1.40	$1.90	$2.30	$3.40
2	1.10	1.50	2.05	2.50	3.40
2½	1.20	1.65	2.25	2.75	3.40
3	1.30	1.75	2.40	2.95	3.70
3½	1.40	1.90	2.55	3.15	4.00
4	1.50	2.00	2.70	3.35	4.30
4½	1.60	2.15	2.85	3.60	4.65
5	1.70	2.25	3.05	3.80	4.90
5½	1.80	2.35	3.20	4.00	5.20
6	1.90	2.50	3.35	4.20	5.50
6½	2.10	2.75	3.70	4.40	5.75
7	2.20	2.90	3.80	4.65	6.00
8	2.35	3.15	4.20	5.00	6.65
9	2.65	3.35	4.50	5.50	7.25
10	2.85	3.60	4.85	5.90	7.80
11	...	...	5.25	6.30	8.40
12	...	...	5.50	6.75	9.00
14	...	...	....	...	10.25
16	...	...	....	...	11.25
18	...	...	....	...	12.50
20	...	...	....	...	13.75

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RETAIL SELLING PRICES—Continued.

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5-16"		⅜"	
¾	.10	.45	.10	.45	...	...	...	...	...	...
¼	.10	.45	.10	.45	.10	.60	...	...	...	...
⅝	.10	.45	.10	.45	.10	.60	...	...	...	...
¾	.10	.45	.10	.45	.10	.60	...	...	...	...
⅞	.10	.45	.10	.45	.10	.65	...	...	...	...
1	.10	.45	.10	.45	.10	.65	.15	.95	.20	1.40
1¼	.10	.50	.10	.50	.10	.70	.15	1.00	.20	1.45
1½	.10	.55	.10	.55	.15	.75	.15	1.05	.25	1.55
1¾	.10	.60	.10	.60	.15	.80	.20	1.10	.25	1.60
2	.10	.60	.10	.60	.15	.80	.20	1.15	.25	1.70
2¼	...	...	.10	.65	.15	.85	.25	1.20	.30	1.80
2½	...	...	.10	.65	.15	.90	.25	1.25	.30	1.90
3	...	...	.15	.75	.15	1.00	.25	1.35	.30	2.10
3½	...	...	.15	.85	.20	1.10	.25	1.50	.35	2.30
4	...	...	.15	1.00	.20	1.20	.25	1.65	.40	2.50

BOLTS — Machine, Square Head and Nut — (Per 100):

	¼"	3/16"	⅜"	7/16"	½"	⅝"	¾"	⅞"
1½	$1.40	$1.65	$2.00	$2.50	$ 3.25	$ 4.70	$ 7.00	$9.45
2	1.50	1.75	2.15	2.70	3.50	5.10	7.40	10.10
2½	1.60	1.90	2.25	2.90	3.75	5.40	7.95	10.75
3	1.65	1.95	2.40	3.10	4.00	5.75	8.40	11.35
3½	1.70	2.10	2.55	3.25	4.25	6.10	8.90	12.00
4	1.75	2.20	2.65	3.50	4.50	6.40	9.50	12.60
4½	2.00	2.45	3.00	3.60	4.65	6.75	9.90	13.25
5	2.05	2.60	3.15	3.80	4.90	7.10	10.40	13.85
5½	2.10	2.70	3.35	4.00	5.15	7.40	10.90	14.50
6	2.20	2.80	3.50	4.15	5.35	7.75	11.40	15.25
6½	2.25	2.90	3.60	4.35	5.60	8.10	12.00	15.85
7	2.35	3.00	3.75	4.50	5.85	8.50	12.40	16.50
8	2.50	3.25	4.05	4.85	6.30	9.10	13.35	17.65
9	2.60	3.40	4.35	5.25	6.75	9.75	14.40	18.90
10	2.75	3.65	4.60	5.60	7.20	10.50	15.30	20.25
11	2.90	3.90	4.90	5.95	7.75	11.25	16.30	21.50
12	3.05	4.10	5.20	6.30	8.15	12.00	17.35	22.75
13	....	....	....	....	8.65	12.75	18.35	24.00
14	....	....	....	....	9.25	13.25	19.35	25.25
15	....	....	....	....	9.55	14.00	20.35	26.50
16	....	....	....	....	10.00	14.65	21.35	27.75
17	....	....	....	....	10.50	15.30	22.35	29.00
18	....	....	....	....	11.00	16.00	23.25	30.25
19	....	....	....	....	11.50	16.65	24.25	31.50
20	....	....	....	....	12.00	17.35	25.25	32.75
21	....	....	....	....	12.50	18.00	26.25	34.00
22	....	....	....	....	13.00	18.70	27.25	35.25
23	....	....	....	....	13.50	19.40	28.25	36.50
24	....	....	....	....	14.00	20.00	29.25	37.75
25	....	....	....	....	14.50	20.75	30.25	39.00
26	....	....	....	....	14.75	21.50	31.25	40.25
27	....	....	....	....	15.25	22.10	32.25	41.50
28	....	....	....	....	15.75	22.80	33.25	42.75
29	....	....	....	....	16.25	23.50	34.25	44.00
30	....	....	....	....	16.75	24.75	35.25	45.25

BOLTS—Barrel—

Cast Iron, Japanned—

4-inch	.20
5-inch	.20
6-inch	.25
8-inch	.40

Light Wrought Steel, Jap.—

2½-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—

6-inch	.40
8-inch	.50
10-inch	.75

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—

3-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—

3-inch	.35
4-inch	.40
6-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.40
8-inch	.50
10-inch	.60

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes— ... .

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.80
10-inch	1.85

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	2.75
6Q	3.75
11	1.50
11Q	2.50
14	1.75
14Q	2.75
14½	1.50
15	2.50
15Q	3.50
15½	2.25

Universal—

21	1.50
22	2.50
71	1.75
72	2.75
81	2.75
82	3.75
91	2.50
92	3.50
592	4.25

Ferrostat—

504R	10.00
505N	15.00
505L	16.00

FILLERS—Thermos and Universal—

½ pint	1.00
1 Pint	1.00
1 Quart	1.50

LUNCH KITS —

Thermos —

392 and 396	2.75
393 and 397	3.00
394 and 398	4.00

Universal—

310	3.00
320	3.50
410	3.25
510	3.50

Thermos—Food Jars. Fillers.

600	3.00	1.25
601	3.50	1.50
602	4.50	2.00

Thermos—Jugs. Fillers.

556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1305 25x5	30.75
1306 30x5	33.00

Stanley—

50½	11.50
246	24.50
358	29.00
460	35.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

Langdon—

25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—

20	4.50

BRACES—

P. S. & W., No. 7008, $4.75; each; No. 7010, $5.00; 7012, $5.25; 8010B, $6.00; 8012B, $6.25; 8014B, $6.50.

Stanley, No. 921—8-inch, $4.50 each; 10-inch, $5.00; 12-inch, $5.25; 14-inch, $5.45. No. 945—8-inch, $2.75; 10-inch, $2.85, 12-inch, $3.00. No. 965—8-inch, $2.15; 10-inch, $2.25. No. 966—8-inch, $1.15; 10-inch, $1.25.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.55
4x 5	.20	4x 5	.60
5x 7	.30	5x 7	.70
6x 8	.35	6x 8	.85
7x 9	.40	7x 9	.95
8x10	.45	8x10	.95
10x12	.60	10x12	1.15
12x14	.85	12x14	...

BRADS—Wire—	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.20	.15
¾ to 1½-inch	.25	.15	.10
1¾ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.50 each; No. 44, $3.25 each.

Cake Maker, No. 1, $3.50; No. 2, $4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 15c each; 218, 20c; 220, 25c; 1102, 30c; 1103, 35c; 1104, 40c; 1105, 45c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 70c each; No. 2, $1.25; 3, $1.00. Steel Band, $1.00.

Push or Street—Bassine, with Handles—14-inch, $1.15 each; 16-inch, $1.35; 18-inch, $1.50; 24-inch, $2.00; 30-inch, $2.65. Rattan, with Handles—16x8 inches, $1.10; 16x10, $1.25. Wire, no Handles—12x5, $1.25; 14x5, $1.35; Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BRUSHES—

Casting—

No.	Each.
2	.60
3	.65
5½	.60
7	.75
10	.75
15	.90

Counter or Dusting—

15	1.00
17	1.25
20	1.25
7	2.50

Floor or Garage—

12	1.85
14	1.50
16	1.65
112	1.75
114	1.85
116	2.10
216	2.00
218	2.25
220	2.50
224	3.00
312	1.50
314	1.75
316	1.85
614	5.00
616	5.75
618	6.25

Hand or Nail—

Daisy	.10
Windsor	.15

Horse—

Collie	.80
Hound	.65
Mastiff	.75
Pointer	.65
Shoo Fly	.70
72	.40
73	.60
73-P	.50
800	.85

Kalsomine—

240	6.75
310	3.00

Marking—

1	.10
2	.10
3	.10
4	.15
5	.15
6	.15

Paint—

151—2½	.35
3	.50
3½	.65

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RETAIL SELLING PRICES—Continued.

BRUSHES—Paint—Continued—

4	.80
155—3	.70
3½	.85
4	1.10
4½	1.65
159—2½	.70
3	.80
3½	1.10
4	1.50
165—3	1.35
3½	1.85
4	2.25
4½	3.25
228—3½	2.50
4	3.25
4½	4.50
Roofing—	
401	2.25
404	2.65
Sash—	
20—2	.20
4	.25
6	.35
8	.45

Paint—(Chinese bristles)— Grade.	1	2	3	4	5
2½-inch	.35	...	.70	...	...
3-inch	.50	.70	.80	1.35	...
3½-inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½-inch	...	1.65	....	3.25	5.75

Roofing—Knotted—	
3 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65
Sash—Chisel Point—	
½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.35
1x2¼-in.	.45
Scrub—	
Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.30
Ox Fibre, 10"	.35
Ox Fibre, 12"	.40
White Tampico, 8"	.20
White Tampico, 11"	.30
White Tampico, 12"	.40
Shoe—	
Dauber, wood	.20
Dauber, iron	.25
Brush only, ⅞-in.	.35
Brush only, 1¼-in.	.75
Combination	.30
Extra bristles	.50
Best 1¼-in. bristles	.85
Sink—	
Ox Fibre	.15
Split Bamboo	.05
Shelving—Rubber—Set—	
Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00
Stencil—	
1⅛-in., 2½-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55
Window—	
Gray fibre	.90
Black horsehair	.80
Pope's Eye	1.25
Squeeges, 10-in.	.30
Squeeges, 12-in.	.35
Squeeges, 14-in.	.40
Squeeges, 16-in.	.45

BUCKETS—(See Galv. Ware).

BURNERS: Lamp—1 or A, 15c; 2 or B, 20c; 3C, 35c.
Lantern—0 Hot Blast, 20c; 2 Cold Blast, 30c.
Rubbish — 1-20" steel, $8.25; 2-26" steel, $10.75; 3-30" steel, $13.00; 10 wire, $1.75; 11 wire, $2.10; 12 wire, $2.50; 13 wire, $3.00; 14 wire, $3.50.

BUTTS—(See Hinges).

CANTEENS: Boyco and Bear Brand, Covered—2 qts., $1.15; 3 qts., $1.25; 4 qts, $1.35; 6 qts $1.65; 8 qts., $2.00; 10 qts., $2.25.
Khaki Covered—2 qts., $1.10; 3 qts., $1.25; 4 qts., $1.35; 6 qts., $1.50; 8 qts., $1.85.
Government Covered—222, $1.35.
Lincoln Auto (Auto Can), Covered—No. 100, $1.75; No. 200, $2.00; No. 300, $2.10.
American or Boy Scout—Covered, with straps, No. 325, $1.10.
Canteen Straps—No. 301, 20c.
Boyco Service Units — Noo. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2¼x4½	2.90	3.65
2½x4½	3.00	3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.50.

CARRIERS: Hudson Hay—No. 29 $20.50; No. 50, $11.50; No. 62, $16.25; No. 77, $10.75.
Hunt, Helm & Ferris — 493, $20.25; 502, $15.75; 503, $12.00; 481, $25.00.

CATCHERS, GRASS—No. 1, $1.00 each; 2, $1.15; 10, $1.15; 20, $1.25; 1000A, $1.50. No. 1, Perfex, $1.75; No. 2, Perfex, $2.00. No. 5, Easy-Em., $2.00; 10G, Easy-Em., $2.25; 12G, Easy-Em., $2.50.

CHAINS—Tire—

Size. Tire—Weeds	Pair.	Size.	Pair.
3 x30	4.50	4½x33	7.25
3½x30	5.00	4½x34	7.50
3½x32	5.50	4½x35	8.00
4 x31	6.00	4½x36	8.00
4 x32	6.00	4½x37	8.75
4 x33	6.50	5 x35	9.00
4 x34	7.00	5 x36	9.00
4 x35	7.50	5 x37	9.75
4 x36	7.50	5½x36	12.00
4½x32	7.00	5½x37	13.00
		5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—Yankee, Straight Link (Coil)—4-0, 10c ft.; 3-0 10c; 2-0, 9c; 0, 8½c; 1, 8c.
Norway Straight Link (Coil)—⅛, 35c lb.; ⅝, 35c; ¾, 30c.
Passing Link (Coil)—4-0, 13c ft.; 3-0, 11c; 2-0, 10c; 1-0, 9c.
Proof Straight Link (Coil)—3-16 Black, 22c lb.; ¼, 20c; 5-16, 18c; ⅜, 17c; 7-16, 15c; ½, 15c; ⅝, 15c; ¾, 15c; ⅞, 15c.
Proof Twisted Link (Coil)—¼ Black, 20c lb.; 5-16, 20c; ⅜, 15c.
B. B. Proof Straight Link, A (Coil)—5-16, 20c lb.; ⅜, 20c; ½, 20c; ⅝, 20c; ¾, 20c; ⅞, 20c; 1, 20c.
Twisted Machine Coppered (Coil)—3-0, 15c ft.; 2-0, 15c. Jack—Iron—16, 10c yard; 14, 10c; 12, 10c; 10, 10c; 8, 15c. Brass—120, 10c yard; 118, 10c; 116, 10c; 114, 20c; 113, 20c; 112, 20c; 110, 35c.
Safety Brass—00, 15c yard; 0, 15c; 1, 15c; 2, 20c; 3, 25c.
Sash—0, Copper Plated, 4½c ft.; 1, Copper Plated, 5c; 2, Copper Plated, 5c; 4X, Copper Plated, 20c; 10, Cable, 20c.
Sash Chain Fasteners—Phoenix, 20c set; 10, 60c.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks — 120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150, 15c; 250, 15c; 350, 15c.

CHESTS, TOOL — A, Leather Covered, $26.50; AA, Leather Covered, $30.25; B, Quartered Oak, $24.25; BB, Quartered Oak, $26.50; BBB, Quartered Oak, $32.00; D, Quartered Oak, $16.25; DD, Quartered Oak, $17.75; DD, Leather Covered, $19.00; DDD, Leather Covered, $20.25; DDD, Quartered Oak, $20.00; E, Quartered Oak, $24.25; EE, Quartered Oak, $28.50; F, Quartered Oak, $20.00; F, Leather Covered, $20.25; FF, Leather Covered, $23.75; FF, Quartered Oak, $22.25; G, Plain Oak, $14.00; GG, Flain Oak, $15.50.

CHECKS, DOOR: Corbin — No. 1, each, $6.35; 2, $9.75; 3, $11.50; 4, $14.00; 5, $18.50.
Norton—A, Each, $6.25; B, $8.00; C, $9.75; D, $11.50; E, $15.50; CH, $11.00; DH, $13.00.
Dime — No. 10, each, 15c; Norton, 44, $2.50; No-Slam, 100, 35c.
Rixon—A, each, $8.00; B, $9.25; C, $11.00; D, $14.50.
Sargent—No. 20, each, $4.00.

CHOPPERS—Meat and Food— Enterprise		Universal	
5	3.00	0	1.50
10	4.75	1	1.85
12	4.25	2	2.25
22	7.75	3	3.00
32	9.75	804	6.50
		Russwin	
		0 R	2.00
501	2.25	1 R	2.50
602	2.75	2 R	2.75
703	3.50	3 R	3.75

CHISELS—	Socket Firmer Bev. Edge	Whites No. 2 ¼"	¾"	Pocket Bev. Edge 1"	1¼"	Inside or Outside Bevel 1½"	2"
Buck Bros. Socket Firmer	1.30	1.40	1.65	1.85	2.00	2.50	
Buck Bros. Tanged Firmer	.95	1.05	1.15	1.35	1.50	2.15	
Buck Bros. Socket Butt	...	...	...	1.50	1.60	2.10	
Buck Bros. Tanged Turning	.80	.90	1.10	1.35	1.65	2.35	
Everlasting, Pocket	1.30	1.40	1.50	1.70	1.85	2.25	
Witherby's Butts	...	...	1.00	1.10	1.25	1.75	
Witherby's Corner	3.75	3.75	4.25	...	...	...	
Witherby's Socket Firmer(P)	.70	.80	.90	1.00	1.10	1.25	
Witherby's Socket Firmer(B)	.85	.95	1.15	1.20	1.25	1.50	
Witherby's Socket Framing	1.15	1.30	1.40	1.55	1.65	2.10	
Witherby's Pocket Cap	.80	.90	1.10	1.15	1.25	1.40	
	.65	...	...	...	...	...	
Diamond Point	...	...	...	...	...	...	
Regular or Common Taper	.20	.35	.70	...	...	...	
Extra Quality Polished Point	.35	.65	1.10	...	...	...	

CHURNS—Barrel—No. 0, $10.00 each; 1, $11.25; 2, $12.75; 3, $14.25.
Improved Cylinder—No. 1, $5.50; 2, $6.50.
Glass Family, Universal—No. 15, $2.75 each; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c; 20, 90c; 30, $1.20; 40, $1.50.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25
Dash and Handle—25c extra.

CLAMPS — Carpenters' — StearnsNo. 212, $6.00 pair; 213, $6.65; 214, $7.00; 215, $8.25; 216, $15.00; 218, $17.75.
Carriage Makers'—No. 12, Plain, 35c each; 13, 40c; 14, 50c; 15, 70c; 16, 90c; 18, $1.25; 20, $1.75; 22, $2.15.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—Rubber — 10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.
Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND —
Cedar Sweep—1½-lb. carton, 20c; 4¼-lb. carton, 60c; 33-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.
Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.
Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.
Cedar Mist—1 gal., $3.50; 5 gals., $12.50.
Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ in., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1½-in., 60c.

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RETAIL SELLING PRICES—Continued.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	3.75	No. 0	2.25
No. 1	5.00	No. 1	2.75
No. 2	7.00	No. 2	3.75
No. 3	8.75	No. 3	4.75
O. K.—			
10-inch	2.85	14-inch	3.00

CLOCKS, ALARM—Westclox—American, $1.50 each; Bluebird, $1.75; Lookout, $1.75; Sleepmeter, $2.00; Bunkie, $2.75; Ironclad, $2.25; Jack-O'Lantern, $3.00; Bingo, $3.25. Circle, $3.25; Flash, $3.25; Gale, $4.50; Ideal, $3.00; Indian, $1.75; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH — Emery, Nos. 00 to 2½, 10c straight; No. 1 to 8, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.68	.72
¾-inch	.28	.35	.42	.49	.56
⅝-inch	.28	.35	.42	.49	.56
2-inch	.20	.25	.30	.35	.40
2½-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c; 14M Opal, 5c per sq. ft.

COCKS—

No.		Each			Each
Ball—	½-inch...	1.35		7-inch...	1.15
	⅝-inch...	1.60		8-inch...	1.65
	¾-inch...	2.00	No.		Each
	1-inch...	3.25	Gas Hose—	⅜-inch...	.30
Floats—	5-inch...	.60		½-inch...	.35
	6-inch...	.75		¾-inch...	.50

Service, Standard—Square or Flat Head—

	¼"	¾"	½"	¾"	1"	1¼"	1½"	2"
Each	.45	.50	.55	.60	1.00	1.65	2.25	4.00

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $17.00 each; No. 30, $28.25; 35, $19.75; 50, $30.00; 55, $32.00; 60, $35.00; 70, $48.50.
Legs—Set, $3.50.
Soapstone Discs—Each, $1.75.

COOLERS, WATER—Galvanized Lined—02, $4.75 each; 03, $5.50; 04, $6.75; 06, $7.75; 08, $9.75; 010, $12.00.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.		6 pints	1.75
8½ inch	1.85	Tea Pots.	
9½ inch	2.00	2 pints	1.35
10½ inch	2.25	3 pints	1.50
Coffee Pots.		4 pints	1.65
3 pints	1.35	Wash Boilers.	
4 pints	1.50	348	7.25
5 pints	1.65	349	7.75

COPPERS SOLDERING—Family—
1, per set 1.50
2, per set 1.35
Tinners—
½ pound, per pair ..... .25
1 pound, per pair ..... .30
1½ pound, per pair ..... .35
2 pound, per pair ..... .45
3 to 14 pounds ..... .45

CORD — Sash. Common—Per hank: No. 6, $1.00; 7, $1.25; 8, $1.50; 10, $2.50; 12, $3.00.
Samson Spot and Silver Lake — Per hank: No. 6, $1.65; 7, $2.25; 8, $2.75; 10, $4.50; 12, $5.50.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c: Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $2.00; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.25 each; 2, $4.25; 3, $7.00; 4, $14.00; 5, $20.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.50.
Trimo—No. 1, $3.50; No. 2, $4.75; No. 3 $8.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, Nos. 35 and 50—6-inch, 65c; 7-inch, 75c; 8-inch, 80c; 10-inch, $1.10; 12-inch, $1.35; 14-inch, $3.50.
Wing Ext. No. 1 — 6-inch, $1.15; 7-inch, $1.25; 8-inch, $1.35.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS, SCREEN—

No.	2-6x6-6	2-8x6-8	2-10x6-10	3x7
241, Common, ⅞-in. thick	2.20	2.30	2.45	2.55
296, Painted black, 1⅛	2.45	2.55	2.70	2.85
311, Varnished, 1⅛	3.40	3.55	3.70	3.85
381, Varnished, 1⅛	3.60	3.75	3.90	4.00
315G, Var., 1⅛, Gal. Cl...	4.15	4.30	4.50	4.75

DRILLS—

Goodell-Pratt Bench Drills— No.	Each.
8	7.50
8½	9.50
9½	14.00
10½	24.00
490½	20.00
1003	16.50
1005	26.50
11	22.00

Goodell-Pratt Breast Drills—	
6	5.85
07	5.50

Drill Presses—Millers Falls	
20	11.00
21	15.00
22	5.00

Hand Drills—Millers Falls	
1	3.50
2	5.00
3	3.50
5	3.75
98	5.75

No	Each
279	13.25
Millers Falls Breast Drills—	
12	6.25
18	7.75
87	12.00
97	12.75
99	6.75
112	3.75
212	4.50
245	5.00
23	7.50
210	15.00
105	3.75
303	3.00
306	5.50
343	4.00
980	5.75
1980	5.75

Chain Drills—Goodell-Pratt			
307	4.50	318	7.00
316	4.50	1500	6.80
317	5.50		

Yankee Automatic			
41	2.50	44	3.25
42	2.00	40	3.00

Yankee Chucks and Drill Points			
No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points
Set of 8, $7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Rd. Shk. Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1/16	.15	....	....	....	.10	....
1/8	.20	.30	.30	....	.15	.30
3/16	.25	.30	.40	....	.15	.30
¼	.30	.40	.45	.90	.20	.40
5/16	.40	.45	.50	1.00	.25	.45
⅜	.45	.50	.60	1.10	.30	.50
7/16	.55	.60	.65	1.15	.45	.60
½	.70	.75	.70	1.20	.60	.75
9/16	.80	.85	.75	1.25	...	.85
⅝	.90	1.00	.80	1.30	...	1.00
11/16	1.10	1.10	.90	1.35	...	1.10
¾	1.25	1.20	1.05	1.40	...	1.20
⅞	1.50	1.60	1.30	1.85	...	1.60
1	1.85	2.10	1.50	2.30	...	2.10
1⅛	....	....	....	2.75	...	2.70
1¼	....	....	....	3.25	...	3.30
1⅜	....	....	....	3.75	...	3.90
1½	....	....	....	4.25	...	5.10

Sebco Four Point Star, Brick and Concrete—

	¼	⅜	½	¾	1	1¼	1⅛	2
12-inch	.40	.40	.45	.65	.85	1.80	2.25	4.50
18-inch	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch	.65	.65	.70	1.00	1.20	1.75	2.80	5.25

ELECTRICAL APPLIANCES—
Universal Goods—

Dishes, Chafing—	
E940	18.00
E9850	16.00
Grills—	
E982	11.50
E984	12.50
Heaters, Immersion —	
E970	5.25
Irons, Curling—	
E9901	6.25
E99011	6.75
Irons, Pressing—	
E901	7.50
E902	6.75
E905	6.75
E9023	6.25
E9035	6.75
E9051	8.00

Pads, Heating—	
E9940	10.00
Percolators—	
E9435	18.50
E9437	15.00
E9439	16.50
E9635	11.75
E9637	18.00
E9039	14.50
E9646	17.50
E9649	19.50
E9676	10.00
Ranges, Table—	
E9841	22.00
Stoves—	
E998	9.00
E997	9.00
E9960	8.00

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RETAIL SELLING PRICES—Continued.

EL AN GE OR ROYAL ENAMEL WARE

Biggins, Coffee
0 ..... .80
00 ..... 1.00
020 ..... 1.25
930 ..... 1.45

Boilers, Coffee
60 ..... 1.15
80 ..... 1.50
100 ..... 2.50

Boilers, Rice
14 ..... 1.00
18 ..... 1.25
22 ..... 1.65
26 ..... 2.25

Bowls, Wash
26 ..... .35
30 ..... .45
34 ..... .60

Buckets, Covered
21 ..... .40
23 ..... .60
26 ..... .90
28 ..... 1.15
32 ..... 1.75
150 ..... .50
350 ..... .70
450 ..... .80
650 ..... 1.00
850 ..... 1.45
1050 ..... 1.65
1250 ..... 1.95

Buckets, Dinner
110 ..... 2.00
112 ..... 2.35
118 ..... 2.75
502 ..... 1.65
503 ..... 1.85

Chambers
1 ..... .50
2 ..... .75
3 ..... 1.00

Chamber Covers
10 ..... .25
20 ..... .35
30 ..... .40

Colanders
1 ..... .65
3 ..... .95
104 ..... .50
306 ..... .70

Cups
3 Mug) .... .35
6 ..... .35
8 ..... .20
9, 10, 11, 25.. .25
40 ..... .35

Cups and Saucers
300 ..... .45
3008 ..... .25

Cuspidors
10 ..... .45
30 ..... .70
300 ..... 1.25

Dippers, Cup
10 ..... .35

Dippers, Windsor
110 ..... .35

Dippers, Suds
4 ..... .70

Dishes, Soap
50, 60 ..... .30

Fillers, Fruit Jar
20 ..... .25

Flasks, Coffee
10 ..... .50

Funnels, Pieced
01 ..... .25
03 ..... .35
05 ..... .45
06 ..... .60

Kettles, Convex
03 ..... .65
05 ..... .85
08 ..... 1.15
010 ..... 1.40
014 ..... 2.00
020 ..... 2.75

Kettles, Lipped Preserving
14 ..... .45
18 ..... .55
22 ..... .70
26 ..... .85
30 ..... 1.15
36 ..... 1.65
40 ..... 2.50
50 ..... 3.75

Kettles, Milk
71 ..... .70
78 ..... 1.00
74 ..... 1.20

Kettles, Tea
30 ..... .85
50 ..... 1.00
70 ..... 1.25
90 ..... 1.75
100 ..... 2.00
160 ..... 1.25
180 ..... .95
190 ..... 2.25

Ladles, Deep
100 ..... .25
120 ..... .30
111 ..... .30

Measures
02 ..... .30
04 ..... .50
06 ..... .95
11 Graduated. .65

Pails, Chamber
2 ..... 1.50
40 ..... 2.00

Pails, Water
110 ..... 1.15
114 ..... 1.60

Pans, Bed
1 ..... 2.80

Pans, Douche
2 ..... 2.40

Pans, Bread
11 ..... .40
18 ..... .55

Pans, Cake
9 ..... .35
10, 69, 70.... .40
200 ..... .45

Pans, Corn Cake
706 ..... .60
709 ..... .80
712 ..... 1.05

Pans, Muffin
406 ..... .60
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
150 ..... .40
300 ..... .50
500 ..... .60
800 ..... .80
1000 ..... .90

Pans, Dish
15 ..... 1.35
80 ..... 1.10
140 ..... 1.50
210 ..... 2.00
300 ..... 2.90
400 ..... 4.40

Pans, Rinsing
08 ..... .35
014 ..... 1.10
017 ..... 1.25

Pans, Lipped Fry
30 ..... .30
32 ..... .40
34 ..... .50
36 ..... .70

Pans, Milk
0 ..... .25
11 ..... .30
20 ..... .40
40 ..... .50
60 ..... .70
100 ..... .90
120 ..... 1.00

Pans, Convex Sauce
02 ..... .55
04 ..... .75
06 ..... .95
010 ..... 1.35
012 ..... 1.65

Pans, Combination Sauce
1D 1.85
10T 2.85

Pans, Lipped Sauce
10 ..... .30
14 ..... .35
18 ..... .45
24 ..... .60
28 ..... .75

Pans, Straight Sauce
250 ..... .80
450 ..... 1.05
650 ..... 1.30
850 ..... 1.40

Pans, Stew
3 ..... .40
5 ..... .50
6 ..... .65

Pans, Oblong Stove
04 ..... .40
100 ..... .45
300 ..... .65
350 ..... .85
450 ..... 1.10
550 ..... 1.40

Pans, Square Stove
110 ..... .80
112 ..... .95
114 ..... 1.25
116 ..... 1.60
120 ..... 1.85

Pitchers, Molasses
601 ..... .60

Pitchers, Water
2 ..... 1.20
4 ..... 1.55
5 ..... 1.20
10 ..... 1.35

Plates, Deep Pie
39 ..... .25
40 ..... .30

Plates, Shallow Pie
27 ..... .25
30 ..... .40

Plates, Dinner
20 ..... .35

Pots, Fireless Cooker
1450 ..... 1.90
1850 ..... 2.75

Pots, Coffee
2½ ..... .50
5 ..... .60
25 ..... .75
45 ..... .95

Pots, Tea
00 ..... .50
0 ..... .65
20 ..... .80
011 ..... .60
101 ..... .90
102 ..... 1.00

Pots, Straight Sauce
018 ..... .95
022 ..... 1.25
026 ..... 1.85
030 ..... 2.85

Pots, Soup Stock
318 ..... 9.75
336 ..... 13.75
218 ..... 7.50
236 ..... 11.25

Roasters
150 ..... 2.90
180 ..... 3.50

Skimmers, Flat
12 ..... .35

Spoons, Basting
10 ..... .20
14 ..... .25
18 ..... .35

Steamers
7 ..... 1.50
8 ..... 1.75

Steepers, Tea
8 ..... .70

Tubs, Oval Foot
0 ..... 1.50
2 ..... 2.00
4 ..... 2.25

Turners, Cake
14 ..... .25

ELECTRICAL APPLIANCES—Continued.

Toasters—
E945 ..... 7.50
E946 ..... 6.75

Urns, Coffee—
E916 ..... 17.00
E919 ..... 18.50
E9136 ..... 15.00
E9146 ..... 19.50
E9149 ..... 21.50
E9166 ..... 22.50
E9169 ..... 25.00
E9176 ..... 16.00
E9179 ..... 17.50
E9166044 ..... 42.25
E9169044 ..... 44.75

Vacuum Cleaners—
E701 ..... 39.50
Attachments 10.50

Hot Point Goods—

Chafing Dishes—No. 20501, $10.00 each; 20502, $19.00; 20503. $22.50.

Grills—116G1, $11.50 each; 136G1, $12.50; 20101, $10.50.

Heaters, Air—No. 30403, $11.00 each; 30404, $18.00; 30603, $32.50; 30604, $44.00; 116A4 (Hedlite), $11.00.

Heaters, Immersion—No. 113W16 (50201), $5.25 each; 115W16 (50202), $6.25; 115W17 (50203), $7.25.

Irons, Curling—No. 112L5, $7.25 each; 112L6, $6.50.

Irons, Pressing—No. 1113F12 (11103), $7.95 each; 113F22 (11203), 3 lb., $6.25; 115F5 (11205), 5 lb., $6.95; 115F17 (11206), 6 lb., $6.95; 11807, $8.75; 11808, $9.25; 11310, $11.00; 11312, $15.50; 11315, $17.00.

Pads, Heating—No. 114Q8 (50142), $9.00; 114Q4, (50151) $10.25.

Ovens—No. 40701, $6.50; 40201, $25.00.

Percolators—No. 20611, $10.00; 20620, $12.00; 20621, $13.00; 20622, $17.50; 20650, $18.00; 114P18 (20651), $23.00; 114P17 (2652), $25.00.

Stoves—No. 116D1, $10.00; 136D1, $11.50; 20301, $7.00; 20302, $7.25; 40101, $7.50; 40102, $9.25; 40103, $13.00; 40104, $15.00; 40105, $17.50.

Toasters—114T5, $6.75; 115T1, $8.50.

Vacuum Cleaners—122V2, $45.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

Anylites 1.35

Ammeters—
Ever Ready 1.25
Readrite 1.00
Volt 1.15

Bells, Door—
2½-inch ..... .85
3-inch 1.00
Buzzers ..... .85
Chain, Fixture ..... .25

Cleats, Porcelain ..... .05

Cord—

	Ft.
Heater No. 16	.12½
No. 18	.10
Lamp No. 18, G. & Y.	.04
No. 18, Par Silk	.07½
No. 20, Par Silk	.06
No. 18, Tw. Silk	.07
No. 20 Tw. Silk	.05
1-64 Single Fixture.	.08
No. 18 Reinforced	.10

Fans—
Menominee, 500-9-in. ... 12.00

Robbins-Meyers—
8-inch non-osc. 12.50
9-in. non-osc., 3 sp. .. 19.50
9-in. osc., 3-speed ... 24.50
12-in. non-osc., 3-sp. .. 29.00
12-in. osc., 3-speed ... 37.00

Fuses—	Each.
Plug, 6 to 30 amp.	.12½
Knobs—	Each.
Porcelain, 5½ Solid	.03½
Nailit, 5½ Split	.05

Lamps—
Nilco-Mazda type ..... List
Mazda Auto ..... List
Hylo Tungsten 1.00
Hylo Carbon ..... .75

Lamp Guards —
No. 1425 Loxon ..... .45
No. 107 Neverbreak ... .35
No. 44 Portable 3.25
No. 48, Portable 2.75

Loom—	Ft.
"Duraduct" 7-32 in.	.06
¼-inch	.08

Plates, Switch—	Each
Single gang	.25
Two gang	.50
Receptacle	.60

Plugs—	Each
Benjamin 2-way	1.35
Benjamin 3-way	1.75
Twinlite 2-way	1.20
Attachment —	Each
903 Benjamin	.30
2500 Chelton	.20
4 Mueller	.20
Fitzall w-o spring	.65
Fitzall spring	.75
Push Buttons—	Each
Wood	.20
Dull Brass	.25
Pearl Button	.50
White Button	.45
Receptacles—	Each
Flush	.45
Arrow E	.60
Cleat	.25

Rosettes—
Concealed, 2-pc. ..... .30
Cleat, 2-pc. ..... .30
Cleat, 1-pc. ..... .20

Shades—
Tin Flat, 8-inch ..... .25
Tin Flat, 10-inch ..... .35
Cone, 8-inch ..... .40
Cone, 10-inch ..... .45

Shade Holders—
2¼-inch Acme ..... .10
2¼-inch Uno ..... .20

Sockets, Key—
Freeman DB ..... .30
Arrow E DB ..... .30
Freeman Nic. ..... .60
Arrow E Nic. ..... .65

Sockets, Pull Chain—
Freeman DB ..... .60
Arrow E DB ..... .65
Arrow E. Nic. ..... .75
Levolier DB ..... .65

Sockets, Keyless—
Freeman DB ..... .30
Arrow E DB ..... .30

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RETAIL SELLING PRICES—Continued.

ELECTRICAL SUNDRIES—Continued.

Staples—	Pkg.
Insulated, ¾-inch	.30
Switches—	Each
Snap	.40
Push	.40
Battery S. F. S. T.	.40
Battery S. P. D. T.	.60
Battery D. P. S. T.	.65
Battery D. P. D. T.	.90
Tape—	Lb.
Friction, 1 oz. to 1 lb.	.80
Rubber, ¼ lb. to 1 lb.	.80
Tubes—	Each
Porcelain, 5-16x3-in.	.02

Transformers—	Each
Arrow	1.75
Jefferson Jr.	1.75
Wire, Rubber Covered—	Ft.
No. 10	.02½
No. 12	.02
No. 14	.01½
Weather-proof—	Lb.
No. 10	.40
No. 12	.40
No. 14	.25
Bell Wire—	Ft.
No. 18, Single	.03½

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 20c each; Sash, common brass plated, 10c.

FAUCETS—Cork Lined—
7-inch, each ..... .15
8-inch, each ..... .20
9-inch, each ..... .25

FENCE, POULTRY — Blue Ribbon — 10-Rod Rolls — 24-inch, $5.00 roll; 36-inch, $6.25 roll; 48-inch, $7.50 roll; 60-inch, $8.75 roll; 72-inch, $9.75 roll.
Union Lock—10-Rod Rolls—24-inch, $4.00 roll; 36-inch, $4.50; 48-inch, $5.75; 60-inch, $6.75; 72-inch, $7.25.

FIBRE WARE—Keelers—No. 2, $3.25 each; No. 3, $2.75.
Measures—1-qt., $2.10; 2-qt., $2.50.
Star Pail—12-qt., $1.25.
Spittoons—No. 2, $1.85; No. 3, $1.65.
Tubs—No. 1, $7.50; No. 2, $6.50; No. 3, $6.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.25	.25	⅛ inch	3.50	.20
3-16 inch	1.50	.30	3-16 inch	4.50	.25
¼ inch	2.00	.35	¼ inch	5.75	.30
5-16 inch	2.25	.40	5-16 inch	6.75	.30
⅜ inch	2.75	.50			
½ inch	4.50	.75			

FILES—

Length, inches—	3-3½	4	4½	5	5½	6	8	10
Band Saw, Slim	...	.15	...	.20	...	.25	.30	.40
Knife, Bastard	...	.30	...	.35	...	.40	.45	.55
Regular Taper	.15	.15	.15	.20	.20	.20	.30	.45
Slim Taper	.15	.15	.15	.15	.20	.20	.25	.40
Warding, Bastard	.25	...	.25	...	.30	.35	...	
Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard	.20	.20	.20	.25	.30	.40	.60	.80
Square Bastard	.20	.25	.25	.30	.40	.55	.75	1.00

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2631, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites							
Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.85	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Blb, ea.	1.15	1.85	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Blb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2578	3475	3475B	3577	3577B	3579
Complete, ea.	$1.00	$1.25	$1.25	$1.85	$1.50	$1.65	$1.90
Case & Blb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Ch. Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each..$1.00 $1.10 Battery only, each....$ .25
Case & Blb., ea.. .75 .85
Battery only—

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.35; 2½-in., $1.85; 3-in., $2.25; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.85; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $7.50; 95 double harpoon, $4.65; 96 double harpoon, $9.50; 87 double harpoon, $5.50; 98 double harpoon, $9.50. Grapple, No. 99 (4 tines), $17.50; No. 100 (6 tines), $20.00. Jackson Patterns, 4 ft., $22.50; 4½ ft., $24.00; 5 ft., $28.00.

FREEZERS—Arctic—

1	3.20	8	5.40
2	3.75	4	6.60
3	4.50	6	8.40
4	5.50	8	10.75
6	7.00	10	14.50
8	8.60	12	17.25
Toy	2.75	15	20.50
		20	26.50

White Mountain		Acme	
1	3.90	2 Qt., Tin or Gal., doz.	12.00
2	4.50	4 Qt., Tin or Gal., doz.	20.00

FROES — Special — Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common — Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil—
Stebbins—¾-inch, 35c each; 1-inch, 45c; 1¼-inch, 50c; 1½-inch, 50c; 2-inch, 50c.
Perfection—½-inch, 65c each: ¾-inch, 80c; 1-inch, 90c; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.65.
Enterprise, Self Measuring—No. 61, Faucet, $9.00.

GAUGES, MARKING—

Steel—		Wood—	
90	.70	0	.15
92	2.50	61	.20
93	1.75	62	.30
95	1.75	65	.85
97	1.25	71	.90
98	1.75	72	.50
		73	1.10

Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent; Double Strength, 80 per cent.

Extras for Putting in Glass—	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard		Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	...
24	...	.80	1.00	...	...

GLOBES — Lantern — Cold Blast — Plain, 25c each; Bullseye, 40c; 2 Plain, 20c; 2 Bullseye, 40c; 2 Ruby, 40c.
Railroad—Clear, 25c each; Green or Red, 50c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 20c; 6-0, 25c each.

GLUE—Dry—Common, 30c lb.; Cabt., 35c; White, 45c.
Imperial Liquid—

Size—	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Sizes—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, Doz.	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Bucks, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.00; ⅜-inch, $1.00; ½-inch, $1.00; ⅝-inch, $1.10; ¾-inch, $1.20; ⅞-inch, $1.25; 1-inch, $1.35; 1¼-inch, $1.50; 1½-inch, $1.75; 1¾-inch, $1.85; 2-inch, 2.00.
Witherby, Socket Firmer, Outside Bevel—No. 320—¼-inch, $1.15; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.35; ⅞-inch, $1.50; 1-inch, $1.60; 1¼-inch, $1.75; 1½-inch, $2.00; 1¾-inch, $2.25; 2-inch, $2.25.
Firmer, Standard Socket, P. S. & W.—
½-inch, each $1.35
⅝-inch, each 1.40
¾-inch, each 1.50
1-inch, each 1.60
1¼-inch, each 1.80
1½-inch, each 2.00
1¾-inch, each 2.20
2-inch, each 2.50
Inside Bevel, P. S. & W. No. 121—
½-inch, each $1.25
⅝-inch, each 1.35
¾-inch, each 1.40
1-inch, each 1.50
1¼-inch, each 1.80
1½-inch, each 2.00
1¾-inch, each 2.20
2-inch, each 2.50

GRAPHITE — Dixon's Flake, per can — 1's, 80c; 5's, $3.50; 10's, $6.75.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, $1.90; 25 lb. can, $4.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	7.50
40 to 200 lbs.	7.50
Over 200 lbs.	7.75
Fixtures and Axle—	
15 inch	1.15
17 inch	1.20
19 inch	2.25
Mounted—Auto—	
No. A120, Size 1	14.75
No. A130, Size 2	13.00
No. 140, Size 3	11.25

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RETAIL SELLING PRICES—Continued.

GRINDSTONES—Continued.

Bi-Treadle	18.50
Empire Power	36.00
Samson—	
No. S155, Size 2	11.25
No. S160, Size 2	9.75
Sterling, No. T100	15.75
Wood Frames No. 1	12.50
Wood Frames, No. 2	18.35
Angle Steel Frames	11.75
Tubular Steel Frames	15.75
800 Cy. or 115 Frame	11.50
400 Cy. or T100 Fr.	15.50
Harvest King (power)	16.50
Loose Stones, lb.	.09

Fixtures—Auto—

01	2.25
02	2.50
15 Common	1.25
17	1.40
19	1.60
21	1.85

HACKSAW BLADES—

Lenox, Power—

Lgth.	Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.35	....
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.30	....
17"	1	3.25	4.15

Hand Lennox, Starrett, Victor Star—

Length.	Each.	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20

Hand, Starrett, Victor, Star—

8-inch	.10	.80
9-inch	.10	.90
10-inch	.15	1.00
12-inch	.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.35; 1027, $3.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vaughan & Bushnell Mfg. Co.—Adze Eye Nail:

No.	1	1½	2	11	11½	12	12½	13	14
Price	$1.75	$1.65	$1.50	$1.75	$1.65	$1.50	$1.50	$1.50	$1.40

Ripping, V. & B.—No. 11, $1.75; No. 11½, $1.65.

V. & B. Uncle Sam Tradesman's—No. 999, $2.25.

Ball Fein, V. & B., Polished—

No.	7/0	5/0	4/0	3/0	2/0	0	1	2
Price	$1.00	$1.05	$1.05	$1.05	$1.10	$1.15	$1.25	$1.35
No.					3	4	6	8
Price					$1.45	$1.50	$1.65	$2.00

V. & B. Uncle Sam Supersteel—

No.	31	31½	41	41½	42	42½
Price	$2.25	$2.25	$2.25	$2.25	$2.25	$2.25

HAMMERS—

Claw — Stanley: Nos. 12, 12B, 22 — 5-oz., $1.65; 7-oz., $1.75; 10-oz., $1.80; 13-oz., $1.85; 16-oz., $2.00; 20-oz., $2.25.

Engineer's, Plumb's—No. 261, $1.35; No. 262, $1.50; No. 263, $1.65; No. 264, $2.00.

Machinist's Ball Pein, Plumb's—No. 18, 60 cents; No. 370, 85 cents; No. 371, 90 cents; No. 372, 90 cents; No. 373, 95 cents; No. 374, $1.00; No. 375, $1.10; No. 376, $1.15; No. 377, $1.25; No. 379, $1.35; No. 381, $1.65.

Riveting, Plumb's and Stanley No. 147 — No. 250, 4-oz., $1.00; No. 251, 7-oz., $1.00; No. 252, 9-oz., $1.10; No. 253, 12-oz., $1.15; No. 254, 15-oz., $1.20; No. 255, 18-oz., $1.45; No. 256, $1.55.

Prospector's Pick, Plumb's—No. 470, $2.75; No. 471, $4.85.

Brick, Plumb's—No. 461, $2.00; No. 462, $1.75; No. 3154, $1.15; No. 3155, $1.35.

Riveting—

Plumb's, Stanley No. 147	
250, 4 oz.	1.00
251, 7 oz.	1.00
252, 9 oz.	1.10
253, 12 oz.	1.15
254, 15 oz.	1.20
255, 18 oz.	1.45
256	1.55

Plumb's Brick—

461	2.00
462	1.75
3154	1.15
3155	1.35

Plumb's Prospector's Pick

470	2.75
471	2.85

HANDLES—

Hammer—1st quality, each, 25c; 2nd quality, 20c; Octagon, 25c; Maydole, 20c. Machinists'—12 to 14-inch, each, 25c; 16-inch, 25c; 18-inch, 30c; 20-inch, 30c; 22-inch, 35c; 24-inch, 40c. Riveting—12-inch and 13-inch, each, 20c.

Hatchet — Box, 13¼-inch, each, 20c. Broad — 16-inch, 20c; 17-inch, 25c; 18-inch, 25c. Claw, each, 20c; Derrick, 18-inch, each, 25c; Lath, 13-inch, each, 20c.

Hoe: Garden—Shank, 4½-foot, each, 40c; Socket, 4½-foot, 40c. Meadow — Socket, 5½-foot. each, 60c. Mortar — Shank, 6-foot, each, $1.00; Socket, 6-foot, $1.00. German, 4½-foot, each, 65c. Planters'—2x5, each, 75c; 2½x5, 80c; 2¼x5, 85c.

Maul—Post, each, 50c; Woodchoppers' 60c.

Mop—No. 5, each, 35c; 7, 20c; 8, 30c; 10, 45c; 75, 80c.

Pick: Drifting—1st quality, each, 85c; 2nd quality, 70c. Surface—1st quality, each, $1.00; 2nd quality, 85c.

Rake—6-foot, each, 65c.

Peavey Handles—	Select Maple	Rock Maple	Select Hickory
2¼x4	....	....	1.45
2¼x4½	....	....	1.60
2½x4½	1.00	1.30	1.70
2½x5	1.10	1.40	1.90
2¾x5	1.35	1.60	2.05
2¾x5½	....	....	2.35
3 x5½	....	1.95	2.40

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15. Sledge—36-inch, Select, 60c; Second Growth, 75c.

Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60; Simonds No. 6, $1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—

Flat Track—

No., Brand.	Each.
5, Myers	2.25
25 Myers Garage Set.	3.00
11, Lanes	2.15
11½, Lanes	2.65
13, Lanes	4.75
25, Lanes	1.50
30, Lanes	1.50
40, Lanes	1.75
93, Lanes	1.50
28, 20th Century	2.00
87-1, Richards	1.65
88-1, Richards	1.75
42-3, Richards	1.75
42-5, Richards	2.75
42-6, Richards	4.00
43, Richards	1.25
248, Richards	1.85

Round Track—

5, World's Best	2.00
384, Cannon Ball	2.00
440, Cannon Ball	2.50
715, Cannon Ball	1.75
800, Cannon Ball	10.75

Trolley Track—

120, Coburn's	4.25
122½ Coburn's	5.75
195A, Coburn's	4.75
195B, Coburn's	6.75
24-3, Richards	3.25
120, Richards	7.00
150, Richards	8.00

HANGERS, HOUSE DOOR—

No., Brand.	Each.
101, Lanes	11.25
101½, Lanes	5.50
105, Lanes	8.75
105½, Lanes	4.35
5S, Prouty	4.35
5D, Prouty	8.75
01, Johns	3.00
1, Johns	6.00
011, Richards	3.50
11, Richards	7.00
012, Richards	4.00
12, Richards	8.00
015, Frisco	3.00
15, Frisco	6.00
140-1, Richards	4.00

Trolley—No. 016, 3-in., $5.75 set; 3½-in., $6.00; 4-in., $6.50; 4½-in., $6.75; 5-in., $7.25; 6-in., $8.50. No. 16, 5-in., $11.00; 5½-in., $11.25; 6-in., $11.50; 6½-in., $11.75; 7-in., $12.00; 8-in., $12.50; 10-in., $14.25. No. 019, 3-in., $4.75; 3½-in., $5.25; 4-in., $5.75; 4½-in., $6.00; 5-in., $6.25; 6-in., $7.50. No. 19, 5-in., $9.50; 5½-in., $9.75; 6-in., $10.00; 6½-in., $10.25; 7-in., $10.50; 8-in., $11.00; 10-in., $12.50. No. 0182, 3-in., $6.25; 3½-in., $6.75; 4-in., $7.25; 4½-in., $7.75; 5-in., $8.25; 6-in., $9.50. No. 182, 5-in., $12.50; 5½-in., $12.75; 6-in., $13.00; 6½-in., $13.25; 7-in., $13.75; 8-in., $15.00; 10-in., $17.00.

185, 1	3.50
185, 2	5.00
9, Midget	.60
90T, Midget Track	15

GALVANIZED WARE

Boilers, Wash

227	2.35
228	2.35
229	2.50

Bowls, Wash

7	.25
7½	.30

Buckets, Fire

314	.65

Buckets, Well

101 10 qt.	.50

Cans, Garbage Smooth

200	.90
300	1.10
400	1.25
500	1.65
600	2.00
700	2.25

Corrugated

2	.90
3	1.10
4	1.25
5	1.65
6	2.00
70	2.25
80	5.25
90	6.25
100	7.75

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	1.85
501	.50
505	1.35
605	1.75

Cans, Oil

0	.45
02	.75
15	.50
25	1.75
105	1.25
205	1.65

Canteens, see page 179.

Dippers, Laundry

525 (4-qt)	.55

Hods, Coal

615	.70
616	.75
617	.80
618	.90

Pails, Cement

14	1.35
114	1.75

Pails, Chamber

8-qt.	.75
10-qt.	.85
12-qt.	.90

Pails, Stock

14	.55
16	.60
18	.70
20	.75

Pails, Water

8	.30
10	.35
12	.40
14	.45
16	.50

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.55
2	.65
3	.80
4	1.25

Pots, Watering

514	.90
516	1.00
518	1.15
520	1.35
522	1.50
526	1.85

Tubs, Foot

51	.75
52	.75
53	.90
54	1.00

Tubs, Wash

A	.65
B	.70
2	1.40
0	.75
1	.95
8	1.25
10 S	1.35
20 S	1.65
30 S	1.75

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RETAIL SELLING PRICES—Continued.

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 86, 6-in., each, 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.
S. C. 912—3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.
1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.
Lock—20, Prouty, 75c each, 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 20c each; 4½-in., 25c; 6-in., 35c; SC915, 3-in., 30c each; 4½-in., 40c; 6-in., 60c; 941J, 60c.

HATCHETS—Box—San Diego Pat., Underhill, $3.25 each; Seattle Pat., Underhill, $3.50; 90, Hunt's, $2.50; 401, Sayre's, $2.25; 3010, Plumb's, $2.50; 3011, Plumb's, $2.50.
Broad—1, Hunt's, $1.75; 2, Hunt's, $2.00; 3, Hunts, $2.25; 4, Hunt's, $2.50; 5, Hunt's, $2.75; 2, Kelly's, $1.50; 3, Kelly's, $1.75; 4, Kelly's, $2.00; 1, Plumb's, $1.75; 2, Plumb's, $2.00; 3, Plumb's, $2.25; 4, Plumb's, $2.50; 5, Plumb's, $2.75.
Claw—1, Hunt's, $1.65; 2, Hunt's, $1.75; 3, Hunt's, $1.85; 1, Keen Ridge, $1.50; 2, Keen Ridge, $1.65; 1, Kelly's, $1.25; 2, Kelly's, $1.25; 93, All Steel, $1.10; 1, Plumb's, $1.65; 2, Plumb's, $1.75.
Derrick—Blood's, $2.25.
Flooring—1, Hunt's, $1.85; 2, Hunt's, $2.10; 3, Hunt's, $2.35; 5, Plumb's, $2.75; 6, Plumb's, $3.00.
Half—1, Hunt's, $1.50; 2, Hunt's, $1.75.
Lathing—Hunt's, No. 1, $1.50. Underhill's, No. 40, $2.50; Regular, $3.25; Chicago, $3.25; St. Louis, $3.75; St. Paul, $3.50; California, $3.50.
Shingling—Hunt's, 1, $1.50; Hunt's, 2, $1.65; Keen Ridge, 1, $1.25; Keen Ridge, 2, $1.50; Kelly's, 1, $1.00; Kelly's, 2, $1.10; Plumb's, 2951, $1.50; Plumb's, 2952, $1.60.

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 30c. Linen, No. 012, 50c; No. 015, 65c; No. 018, 75c; No. 020, 80c.

HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1¼-inch, 10c; 1½-inch, 15c; 1¾-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1¼-inch, 10c; 1½-inch, 10c; 1¾-inch, 15c; 2-inch, 20c.

FLOOR—			
Bommer, D 15	1.85	852	5.00
R, EA, 315	2.00	854	7.50
SHA, E, 265	2.25	Corbin—D, 512	1.85
2	2.75	R, EA, 512	1.85
4	4.25	SHA, E, 512	2.00
302, 602	4.25	Katz—R, EA, 2	1.85
304, 604	6.25	KF, SHA, E, 3	2.15
KF, SHA, E, 3	5.25	R, EA, 3	4.75
R, EA, 3½	5.75		
KF, SHA, E, 3½	6.00		
Rixon—7	15.00		
8	16.50		
10	18.75		
15	22.50		
20	36.00		
25	45.00		
30	53.00		
40	85.00		
Standard—R, EA 450	7.00		
SHA, E, 450	8.50		
R, EA, 452	12.00		

BUTTS — Cabinet Door —	2x2	2½x2	2½x2½	3x3
189 F	.65	.70	.95	...
189 N	.75	.85	1.10	...
289 D2, F, B; or 2718 AC, OB	.25	.30	.30	...
289 SF 2, SD2, SA4, H; or 2718 MBS	.30	.35	.35	...
295 D2, F, or 2722 AC, OB	.25	.30	...	...
295 N or 5722	.30	.35	...	...
284 D2, F; or 2719 AC, OB	.20	...	.25	.35
284 SF2; or 2719 MBS	.25	...	.30	.35
284 N; or 5719	.30	...	.35	.40
286 D2, F; or 2721 AC, OB	.25	...	.30	.35
286 N; or 5721	.25	...	.35	.40
291 D2, F; or 2705 AC, OB	.30	...	.30	.35
291 SD2, SF2, SA, B; or 2705 MBS	...	...	.35	.40
291 N; or 5705	...	...	.40	.45

Galvanized Brass Pins:	2x2	2½x2½	3x2½	3x3	3½x3½	4x4
1319 or 4705 BR	.40	.45	...	.55	.75	...
1334 or 4703 BR	.40	.50	...	.65	.75	.95

Bright Steel:						
804 or 703½	.15	.20	.25	.25	.30	.45
808 or 705	.15	.15	...	.20	.30	.40
823 or 714	...	.25	...	.30	.30	.25

838 or 719: 1, 10c; 1¼, 10c; 1½, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 25c; 4, 35c.

840 or 721: 1, 10c; 1¼, 10c; 1½, 10c; 2, 15c; 2½, 15c; 3, 20c.

	2x2
Finished: 241 D2, F, F2, B; or 2714 AC, OB	.35
241 SD2, SF, SA4; or 2714 MBS	.45
241 H	.45
241 N or 5714	.50
Parliament: 260 D2, F; or 2716½ AC, OB	.45
260 H, SA4	.50
260 N or 5716½	.50
828 or 716½	.35
Japanned: 731 or 1714	.25
731½ or 1714½	...
733 or 1714½ DB	.35
740J1 or 1721	.25
747 or 1705	...
749J1 or 1718	.35
Half Surface: 160 D2, F; or 2740 AC, OB	.40
160 SF2 or 2740 MBS	.45
160 H	.50
160 N or 5740	.50
165 D2, F or 2745 AC, OB	.50
165 SF2 or 5745 MBS	.50
165 N or 5745	.55

Rixon—7	15.00
8	16.50
10	18.75
15	22.50
20	36.00
25	45.00
30	53.00
40	85.00
Standard—R, EA 450	7.00
SHA, E, 450	8.50
R, EA, 452	12.00
Ornamental Surface "Butterfly"—	
1420, D2 & F—	
1¾x1¾	.25
2½x2½	.30
3x3	.35
1420, H & N—	
1¾x1¾	.35
2½x2½	.40
3x3	.45
1431, 1474, 1475, 1478, 1479, 1480, 1481, 1482 and 14331—D2 & F	.25
SF2 & H	.25

FLOOR—CHICAGO SPRING—
Ajax, Dull Brass, No. 3281, $2.25. Relax, Dull Brass, No. 6281, 1½-in. to 1¾-in., $5.15; 1¾-in. to 2-in., $8.40; 1¾-in. to 2¾-in., $11.00.
Triplex, Double Acting—Japanned, 3-in., $2.40; 4-in., $3.45; 5-in., $4.10; 6-in., $5.25. Dull Brass, 3-in., $3.80; 4-in., $4.60; 5-in., $5.55; 6-in., $7.10; 7-in., $9.25.
Screen Door—Japanned, No. 3005, 85c; 505, 30c. Dull Brass, No. 3285, $1.20.
Screen Door Sets—No. 1505, Black, 45c.
Spring, Bommer—Single Acting—Pair—

Size.	3"	4"	5"	6"	7"	8"	10"
Japanned	1.60	1.90	2.25	2.75	....	....	....
Ant. Cop., Dull Br.	2.00	2.60	3.00	3.80	....	....	....
Ant. Br., Sd., Nic.	2.85	3.40	4.00	....	....	....	....
Double Acting—							
Japanned	2.65	3.15	3.75	4.60	5.85	8.50	11.75
Ant. Cop., Dull Br.	3.50	4.25	5.00	6.35	8.25	11.75	16.00
Ant. Br., Sd., Nic.	4.75	5.65	6.85	8.25	10.60	14.50	....

New List Price of Chicago Triplex and Bommer Spring Hinges—

Single Acting—	3"	4"	5"	6"	7"	8"	10"
Japanned	3.10	3.70	4.30	5.30	....	....	....
Ant. Cop., Dull Br.	4.10	5.00	5.90	7.40	....	....	....
Ant. Br., Sd., Nic.	5.50	6.60	7.90	....	....	....	....
Double Acting—							
Japanned	5.20	6.10	7.20	8.10	11.40	16.50	22.80
Ant. Cop., Dull Br.	6.90	8.30	9.80	12.40	16.00	22.80	31.40
Ant. Br., Sd., Nic.	9.20	11.00	13.20	16.00	20.50	28.40	....

Spring, Chicago — No. 3½, Blanks—

No. 1½, Double Acting—		⅞ to 1	1.65
⅞ to 1	3.35	1⅛ to 1¼	2.00
1⅛ to 1¼	3.90	1⅜ to 1½	2.35
1⅜ to 1½	4.65	1¾ to 2	3.35
1¾ to 2	6.75	2¼ to 2½	6.10
2¼ to 2½	18.50		

Wrought Brass, With Brass Screws —

	¾	1	1¼	1½	1¾	2	2¼	2½
Narrow	.10	.10	.10	.15	.15	.20	.20	.25
Middle	.10	.10	.15	.15	.20	.20	.25	.35
Broad	.10	.10	.15	.15	.20	.25	.30	.40
Desk	.10	.15	.20	.25	.40	.45	...	...

STRAP AND TEE HINGES—

Strap—	3"	4"	5"	6"	8"	10"	12"
900, Light, Plain	12½	.15	.20	.25	.35	.55	...
900SC, with Screws	15	.20	.25	.30	.40	...	...
902, Heavy, Plain	...	.20	.25	.35	.50	.70	1.10
902SC, with Screws	...	.25	.30	.40	.60	.85	1.25
935, Corgd., Plain	...	.20	.25	.35	.55	.80	1.15

J1	.25
N	.25
Refrigerator—Flat—	
T400, Cast Iron	.55
1404, Wrt. Brass	.75
1404N, Wrt. Brass	.85
1405D2&F, Wrt. Steel	.50
1405N, Wrt. Steel	.55
Offset—	
T402, Cast Iron	.60
1408, Wrt. Brass	.65
1408N, Wrt. Brass	.80
1409D2&F, Wrt. Steel.	.55
1409N, Wrt. Steel	.60
Screen Door Spring—	
900	.30
R 902, EA 903	.40
SR, SHA, 905 & E913	.50
2100	1.10
R 2102, EA 2103	1.40
E 2104, SHA 2105	1.75
D 2200	1.10
R 2202, EA 2203	1.40
SHA 2205	1.75
Screen Door Sets—	
7	.35
1900	.40
R 1902, EA 1903	.50
SHA 1905	.60

2½x2½	3x3	3½x3½	4x4	4½x4½	5x5	6x6
.40	.40	.40	.55	.80	1.40	2.35
.45	.50	.50	.65	.90	1.55	2.65
.50	.50	.50	.70	.95	1.60	2.75
.50	.50	.55	.70	1.00	1.65	...
...	.45	.55	.60	.70	.75	...
...	.50	.60	.65	.70	.80	...
...	.50	.60	.65	.70	.80	...
...	...	.35	.40	.45	.50	.55
.30	.30	.30	.40	.55	.75	...
.35	.40	.40	.45	...	...	...
.40	.40	.40	.50	.75	1.30	2.25
.30	.35	...	...	...	...	...
.30	.35	...	...	...	...	...
.35	...	...	...	...	...	...
.45	.50	.55	.75	1.05	...	...
.50	.55	.65	.80	1.10	...	...
.55	.60	.70	.85	...	...	...
.55	.60	.70	.85	1.15	...	...
.50	.55	.60	.80	1.05	...	...
.55	.60	.70	.90	1.15	...	...
.60	.65	.75	.90	1.25	...	...

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RETAIL SELLING PRICES—Continued.

STRAP HINGES—Cont'd—	3"	4"	5"	6"	8"	10"	12"
935SC, with Screws	.25	.30	.40	.60	.90	1.80	
SC1300¼, Light Galv.	.25	.30	.40	.55	.70	...	...
SC1302¼, Heavy Galv.	.35	.50	.80	1.25	1.85	2.60	
SC1305¼, Corgd. Galv.	.40	.55	.85	1.50	2.10	...	
Tee—	3"	4"	5"	6"	8"	10"	12"
904, Light, Plain	12½ .15	.20	.25	.30	.45	.60	
SC904, with Screws	.15	.20	.25	.30	.35	...	...
906, Heavy, Plain	.20	.25	.35	.40	.50	.70	
SC906, with Screws	.25	.30	.35	.45	.65	...	
908, Extra Heavy	.25	.30	.40	.65	.90	1.25	
937, Extra Corgd.	.30	.35	.40	.70	.90	...	
SC937, with Screws	.35	.40	.45	.75	1.00	1.45	
SC1304¼, Heavy Galv.	.40	.55	.65	.85	1.40	...	
SC1306¼, Corgd. Galv.	.55	.85	1.15	1.85	2.50	...	

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

HOLLOW WARE, CAST IRON: Dutch Ovens—No. 8, $3.45 each; 9, $4.00; 10, $4.85; 11, $5.85; 3, $2.35; 2, $2.75; 1, $3.35; 0, $4.85; 00, $6.35.

Gem Pans—No. 1, $1.00 each; 3, $1.00; 6, $1.00; 10, $1.25; 11, 1.10.

Griddles—No. 7, $1.00 each; 8, $1.05; 9, $1.25; 10, $1.65; 12, $1.80; 14, $2.35; 16, $2.75.

Long Griddles—No. 7, $1.75 each; 8, $2.15; 9, $2.35.

Kettles (Stove) — No. 7, round, $2.60 each; 8, $3.90; 9, $3.60; 7 (flat), $2.60; 8, $3.00; 9, $3.60.

Skillets or Spiders—No. 4, 90c each; 5, $1.00; 6, $1.05; 7, $1.15; 8, $1.20; 9, $1.50; 10, $1.80; 11, $2.25; 12, $2.65 each.

Scotch Bowls—No. 2, $1.75 each; 3, $2.00; 4, $2.35.

Waffle Irons — No. 7, $1.85 each; 8, $2.25; 9, $2.50; 7-D, $2.25; 8-D, $2.75; 11, $2.75; 12, $4.50.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 45c; 6, 50c; 7, 60c.

Griddles—No. 8, 90c each; 9, $1.10; 10, $1.25; 12, $1.50; 14, $1.75; 16, $2.00.

Skillets or Spiders—No. 7, 90c each; 8, $1.10; 9, $1.35; 10, $1.75; 12, $2.00; 07, 35c; 08, 40c; 09, 55c; 1010, 65c; 012, 75c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.45	...	.35	...
1	.40	...	.40	...
2	.35	...	.30	...
3	.30	...	.25	...
4 or 104	.25	...	.20	...
5 or 105	.20	...	.15	.75
6 or 106	.15	.60	.15	.60
7 or 107	.15	.50	.15	.45
8 or 108	.15	.30	.10	.40
9 or 109	.10	.30	.10	.35
10 or 110	.10	.25	.10	.30
11 or 111	.10	.20	.10	.25
12 or 112	.10	.15	.05	.20
13 or 113	.10	.10	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes —

Size.	1½	2	2½	3	3½	4	6
No. 40, steel	.15	.20	.25	.30	.35	.40	.60
No. 1040, brass	.50	.60	.75	.90	1.10	1.25	1.50

HOSE FIXTURES—Bands—Magic, ½, ¾ and 1, 2½c each; Caldwells, ½, 3c; ¾, 4c; Sherman, Brass, ½ and ¾, 10c; Galv., ½ and ¾, 5c.

Couplings—½, ⅝ and ¾-in., 20c each; 1-in., 35c; Perfect, ½-in., 35c; ¾-in.. 35c; Sherman No. 10. ½ and ¾-in.. 20c; Snap, 45c.

Menders—Wood, ½-in., 25c doz.; ¾-in., 25c; Sherman's, ½ and ¾-in., 10c each; Coopers, ½ and ¾-in., 15c; P. C. Perfect, ½-in., 15c; ¾-in., 15c; 1-in., 25c.

Nozzles—Mystic, 65c each; Boston. 80c; Duo, 50c; Stanley, Jr., 70c.

Sprinkler Heads—2 Blake, 45c each; 80 and 81, Thompson, 65c; 85 and 86, Thompson, 80c; 115, Thompson, 75c.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 15½c; ¾-inch, 19½c; 4-ply. black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, black, ½-inch, 17c; ¾-inch, 21c; 5-ply, red, ½-inch, 20c; ¾-inch, 22c.

Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 21c; ¾-inch, 24c; 1-inch, 35c; Electric smooth, ½-inch, 20c; ¾-inch, 23c; 1-inch, 30c; Second Grade, ½-inch. 19c, ¾-inch, 22c; Third Grade, ½-inch, 16c; ¾-inch, 19c; Fourth Grade, ½-inch, 15c; ¾-inch, 18c.

IRONING BOARDS—(See Boards, Ironing).

IRON SHEETS—Galvanized—	Out Sheets	Full Sheets
14 to 16	.11	.10
18 to 22	.12	.11
Black Sheets—		
10 to 16	.11	.09½
18 to 24	.11	.09½
30	.12	.10
Corrugated Sheets, Galvanized—		
26 Ga.		8.75
28 Ga.		8.00
Rockface Siding		8.75
Brickface Siding 28 Ga.		8.25

IRONS—

Plane, Stanley or Bailey—		2⅝-inch, Single	1.05
1⅝-inch, Block	.75	1¾-inch, Double	1.10
1¾-inch, Single	.75	2-inch Double	1.20
2-inch, Single	.80	2⅛-inch, Double	1.25
2⅛-inch, Single	.85	2⅜-inch, Double	1.55
2⅜-inch, Single	1.00	2⅝-inch, Double	1.65

IRONS—Sad—Common, 15c lb.

Mrs. Potts—No. 50, $2.50 per set.

70, $4.00; G. Pressing, 20c lb.; T Tailors' Goose, 20c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No 60, $3.00 set.

KNIVES—Hay—

Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Nitrogon Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.40	.45
60 watts	.45	.50
100 watts	1.00	1.10
Type C Lamps—	Clear	Frosted
50 watts	.65	.70
75 watts	.70	.75
100 watts	1.00	1.10
150 watts	1.40	1.50
200 watts	1.90	2.00

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.

Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Dietz Tubular—

HOT BLAST

Little Star Tin Lanterns..1.50
Hi-Lo Tin Lanterns....1.10
Victor Tin Lanterns....1.85
Monarch Tin Lanterns..1.25
O. K. Tin Lanterns.....1.50
No. 2 Royal Tin Lants..1.75

COLD BLAST

Junior Tin Lanterns....1.50
Junior Brass Lanterns..2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 1.85
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.35
D-Lite Tin Lanterns....1.65
No. 2 Large Fount Wizard Lanterns 2.10

DASH AND WAGON

Buckeye Dash Lant'ns..2.00
Junior Wagon Lant'n....2.35
Roadster Wagon Lanterns 2.85

DRIVING

Eureka Driving, plain lens 2.50
Same with optical lens..2.65
Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL

Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.

King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass .....
Same, Nickel-plated on Brass 6.50

WALL

No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3.15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING

Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM

Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED

Police Flash Lanterns...2.00
Traffic Signal Lanterns.4.35
No. 12 Display Stand and Assortment 25.00

LATCHES: Barn Door—No. 10, each, 65c; 125, $2.25; 126, $2.10; 127, 50c; 128, 50c.

Door—No. 5, each, 50c; 6, 70c; 25, 45c; 30, 20c; 101, 20c; 102, 25c; 103, 30c; 130, 25c; 1240, 75c; 1263, 45c.

Gate: St. Louis, No. 19, each, 20c; Top Spring, No. 14, each, 35c; Cast, Box — No. 7, each, 30c; 8, 30c; 9, 30c; Upright, No. 3, each, 25c; Secret—No. 01413, each, 85c; R and EA1413, $1.00. Conrad's Safety, 35c.

Night, Rim:

Corbin—No. 353, each, 75c; 356, $3.00; 356, R, EA, $3.00; 0356, $1.15; 0356, R, EA, $1.25; 374, D, $3.50; R, $3.50; 1356, D, $3.75; R, EA, $3.75.

Miller — No. 64, each, 75c; 178C, $1.10; 378, $1.10; 3781B, $1.10; 4978, $1.75.

Sargent—No. 4250J, each, $2.00.

Yale — No. 20, each, $1.15; 26, 85c; 33, $2.25; 34, $2.75; 36, $2.25; 37, $3.00; 42, $4.25; 042, $3.25; 042P, $4.00; 44, $5.00.

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RETAIL SELLING PRICES—Continued.

LATCHES—Continued.
Refrigerator — No. 091, each, 80c; 091 N, 90c; 091 S, 85c; 091 SN, $1.00; 092, $1.10; 092 N, $1.15; 092 S, $1.10; 092 SN, $1.25; 564, 35c; 574, 40c; 640, 640 S, $1.35; 640 N, 640 SN, $1.50; 607 B, 607 BS, $1.00; 607 BN, 607 BSN, $1.10.

LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, 6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 18, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $8.75; 98, $5.00; 103, $1.00.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.
Wire, Twisted—50-foot, 20 gauge, 40c each; 75-foot, 20 gauge, 50c; 100-foot, 20 gauge, 60c; 50-foot, 18 gauge, 55c; 75-foot, 18 gauge, 75c; 100-foot, 18 gauge, 90c.
Wire, Solid—100-foot, 10 gauge, 85c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease	.12½	...	.35	.50	.70	1.10	2.20
Superior Cup	.20	.40	.55	.85	...	1.60	....
No. 2 Transmis'n.	...	...	...	1.10	...	1.95	....
No. 42 Transmis'n	...	...	...	1.15	...	2.10	....
Black Transmission	...	...	...	.90	...	1.55	....
Black Fibre Trans.	...	...	...	1.10	...	2.00	....
Plow Grease	.10	...	.80	.45	...	....	....

Galena Superior Oils—

	½-gal. can	1-gal. can	5-gal. can	15-gal. gal.	30-gal. gal.	55-gal. gal.
Light Motor Oil	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil	.70	1.20	4.90	.96	.85	.81
Tractor No. 1	...	1.30	5.15	1.02	.91	.87
Tractor No. 2	...	1.30	5.30	1.03	.93	.89
600 Transmission	...	.95	3.50	.69	.58	.54
600 Steam Cyl.	...	1.15	4.50	.89	.78	.74
Castor Machine	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2	.55	.90	3.35	.66	.55	.51
Separator	.55	.90	3.30	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $1.00; 16x27, $1.25; 18x30, $2.10; 20x33, $2.50; 22x36, $2.50.
Cocoa Fibre, Medium—16x27, $2.50; 18x30, $2.75; 20x33, $3.50.
Steel—15½x23½, $2.00 each; 17½x30, $2.75; 21½x36, $4.00.
Steel Matting in Rolls—Per square foot, 80c.

MATTOCKS— Each
Short Cutter, Standard, 5½ lbs. 1.15
Long Cutter, Standard, 6 lbs. 1.15
Pick, Standard, 6 lbs. 1.25

MAULS—Post—10-lb., $1.25 each; 13-lb., $1.60; 16-lb., $2.00; 18-lb., $2.25; 20-lb., $2.50.
Ship or Top, 25c lb.
Wood Choppers—Adze or Round Eye, 20c lb.

MILLS—Cider—
Junior ..... 43.00 Senior 72.00
Medium ..... 52.00 Force Feed 32.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
O-Cedar, Handled—No. 4, small triangle, $1.00 each; No. 3, large triangle, $1.50; No. 10B, polish $1.50.
Self-Wringing—No. 10, $1.00 each.
Round—No. 1, $1.75; No. 2, $1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 18, 35c each; No. 70, 85c; Janitor's, 55c each.

NAILS—Standard—All sizes, base, $4.90. 6d and larger, 7c lb.; 5d and smaller, 8c; 2d Fine Blue (Lath), 10c. 25 lb. lots, add to selling base $1.25 per keg. 50 lb. lots, 75c.
Cement Coated—All sizes, base, $4.10. 6d and larger, 10c lb.; 5d and smaller, 12c.
Felt Roofing—⅞ inch Plain, 15c lb.; ⅞ inch Galvanized, 18c.
Brads and Nails in Packages—All sizes, 40 per cent.
Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish.	O.C.Box
2d	1.45	1.65	1.70	2.00	1.65
3d	1.15	1.30	1.35	1.55	1.30
4d	.80	*1.05	1.10	1.25	*1.05
5d	.75	1.00	1.05	1.20	1.00
6d	.60	.70	.75	1.00	.70
7d	.55	.65	.70	.70	.65
8d	.30	.45	.50	.60	.45
9d	.30	.45	.50	.60	.45
10d	.20	.30	.35	.45	.30
12d	.15	.25	.30	.40	.45
16d	.10	.15	.20	.25	...
20 to 60d Base	.05	.10	.15	...	...

Barbed Nails advance 25c over Smooth Nails.
*Orange Box, $1.60.
2d Fine—Plain, $1.95; Extra, $1.95.
3d Fine—Plain, $1.35; Extra, $1.55.
Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. ½-lb., 10c each; ¼-lb., 15c.
Wrought Brass—2-oz., 15c each; 4-oz., 25c.
Hob—⅜, 30c lb.; larger, 30c.
Hungarian—Round or Cone Head—½-lb., 5c each; ¼-lb., 10c.

NETTING, POULTRY—Hexagon, Galvanized after weaving—

2-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	2.14	3.08	3.92	4.68
Sell Full Roll	1.95	2.80	3.55	4.25
Sell Cut (lineal foot)	.01½	.02¼	.03	.03¾
Width, inches—	36	48	60	72
List Roll	5.35	7.13	8.91	10.69
Sell Full Roll	4.75	6.40	8.00	9.65
Sell Cut (lineal foot)	.04	.05½	.06¾	.08
1½-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	3.15	4.53	5.78	6.90
Sell Full Roll	2.85	4.10	5.25	6.25
Sell Cut (lineal foot)	.02¾	.03¾	.04½	.05½
Width, inches—	36	48	60	72
List Roll	7.88	10.50	13.13	15.75
Sell Full Roll	7.10	9.45	11.75	14.10
Sell Cut (lineal foot)	.06	.07¾	.10½	.12
1-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	4.95	7.12	9.08	10.88
Sell Full Roll	4.45	6.40	8.20	9.85
Sell Cut (lineal foot)	.04	.05½	.07¼	.08
Width, inches—	36	48	60	72
List Roll	12.38	16.50	20.63	24.75
Sell Full Roll	11.15	15.00	18.60	22.25
Sell Cut (lineal foot)	.09½	.12½	.15½	.18½
¾-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	8.55	12.30	15.68	18.71
Sell Full Roll	7.75	11.10	14.10	16.85
Sell Cut (lineal foot)	.07¼	.09½	.12½	.14½
Width, inches—	36	48	60	72
List Roll	21.38	28.50	35.63	42.75
Sell Full Roll	19.25	25.65	32.00	38.50
Sell Cut (lineal foot)	.15½	.22½	.27	.32

NIPPERS, CUTTING—

Bernard's—		14-inch	3.75
5-inch	2.25	Utica—	
6-inch	2.65	5-inch	1.00
7-inch	3.25	6-inch	1.15
Nettleton's—		7-inch	1.35
6-inch	2.00	4-inch	1.15
8-inch	2.40	4½-inch	1.25
10-inch	2.90	5-inch	1.35
12-inch	3.10		

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 20c doz.; ¼, 25c; 5-16, 30c; ⅜, 40c; 7-16, 50c; ½, 75c; ⅝, $1.50.

OAKUM—Plumbers', 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.
Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.
Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.
Many-use—3-oz. can, 25c.

OVENS PORTABLE—

No.	Each.	No.	Each.
Androck, complete	1.10	11	2.75
Kerogas—		13	3.50
857	6.00	111	3.50
657	7.25	113	3.75
Pinney & Boyle—		120	6.25
1	3.25	213	3.50
2	3.75	220	7.00
		313	4.25

OVENS: New Perfection—No. 121-GE, one burner, glass swing door, blue enameled door frame, $6.00; No. 122-GE, two burners, $7.50.
Puritan — Two burners, glass drop door, polished steel, asbestos lining, knockdown style, $5.75.

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 45c.
Italian Hemp—A, 1-inch, 45c lb.
Square Flax, braided, 50c.
Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.
Asbestos Cement—7½c lb.

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RETAIL SELLING PRICES—Continued.

Wicking, Asbestos—4-oz. ball, 30c.
Cotton Candle—2-oz. ball, 10c.

PADLOCKS — Corbin—No. 958, 35c each; 2802¼, 30c; 2822¼, 40c; 2869, 75c; 2879, $2.00; 2880, $2.25; 2881, $2.50, 2883, $3.75.

Miller—No. 1, $1.25 each; 16, 20c; 16B, 35c; 16G, 25c; 18, 25c; 19, 30c; 19G, 30c; 21, 35c; 21G, 35c; 34, $1.50; 35B, 20c; 37, 20c; 41, 60c; 76, 75c; 88, 35c; 99, $1.25; 100B, 20c; 121, 40c; 125, $1.15; 180, 35c; 190, 40c; 210, 50c; 214, 55c; 221, 65c; 232, 65c; 700B, 40c; 1398, 60c; 5438, $1.00; 5438XC, $1.15; 5441, 80c; 5441XC, 95c each.

Yale—No. 223, 85c each; 225, $1.00; 453J, 30c; 453X, 80c; 563, $1.75; 565, $2.10; 585, $1.50; 635, $1.50; 645J, 65c; 803, $2.25; 805, $2.25; 805½, $2.50; 813, $2.25; 815, $2.35; 823, $2.40; 833, $3.00; 843, $3.25; 853, $3.50; 8454, $2.75

Slaymaker—No. 160, $1.75 each; 178, 45c; 179, 75c; 189, 75c; 1092, 90c; 1093, $1.10; 1098, $1.10; 1902, 55c; 1903 60c; 1904, 75c; 8901, 75c; 8902, 60c; 8903 45c; 4026 20c; 4078, 75c; 6180, 25c; 9902, 70c; 9902 N. O., 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—	
1 gallon	1.45
5 gallons	1.15
Alum—	
Pwd., less than 100 lbs., lb.	.17
Benzine—	
New cans, casd., gal.	.60
Old cans, uncsd, gal.	.40
Coal Tar—	
5-gal. ....Gal.	.40
1-gal. ....Gal.	.55
Creosote—	
Gal.	.85
Distillate—	
Light, gal.	.40
Glue—	
No. 2 Gelatine	.50
Chicago White	.50
Kalsomine, White—	
Bbls., 280 lbs.	.08
Kegs, 100 lbs.	.08½
4 25-lb. pkgs., bulk	.09
25 lbs., bulk	.09
Less 25 lbs.	.09½
100 lbs., 5-lb. pkgs.	.09
Less 100 lbs., pkgs.	.09½
Lamp Black—Bear Brand—	
1-S, lb. pkg.	.45
½-S	.80
¼-S	.20
Linseed Oil, Boiled—	
5's ....Gal.	1.14
1's ....Gal.	1.45
½'s ....½-Gal.	.85
¼'s ....Qt.	50
⅛'s ....Pt.	.30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.85
Paint, Dry Colors—	
Umber	.12
Chrome Green, Med.	
Graphite	.07
Metallic	.08
Sienna	.11
Venetian Red	.08
Yellow Ochre	.07

Painters' Petroleum—	
1-gal. ....Gal.	.40
Paints, Ready Mixed—1st grade, white—	
Gals. ....Gal.	4.40
½-gals. ....½-Gal.	2.30
Quarts ....Qt.	1.25
Pints ....Pt.	.70
½-pints ....½-Pt.	.40
1st Grade, Colors—	
Gals. ....Gal.	4.25
½-gals. ....½-Gal.	2.25
Quarts ....Qt.	1.20
Pints ....Pt.	.65
½-pints ....½-Pt.	.35
2d Grade, White or Colors—	
Gals. ....Gal.	2.90
½-gals. ....½-Gal.	1.60
Quarts ....Qt.	.95
Inside Floor—	
Gals. ....Gal.	2.90
½-gals. ....½-Gal.	1.60
Quarts ....Qt.	.95
Porch—	
Gals. ....Gal.	4.25
½-gals. ....½-Gal.	2.25
Quarts ....Qt.	1.20
Plaster Paris—	
Less sack, lb.	.10
Putty, Bladder—	
Less than 100 lbs.	07½
Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. cans	.12½
3-lb. Cans	.09½
5-lb. cans	.09
10-lb. cans	.08½
25-lb. cans	.08
85 lb. cans	.06½
Rosin—	
Lb.	.14
Tints, Kalsomine—	
Barrels, 280 lbs.	.09
Kegs, 100 lbs.	.09½
100-lb. bulk	.10
25-lb. bulk	.10
Less 25 lbs.	.10½
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs., 5-lb. pkgs.	.10
Turpentine—	
5's ....Gal.,	1.40
1's ....Gal.,	1.85
½'s ....Gal.,	.90
¼'s ....Qt.,	.50
⅛'s ....Pt.,	.30

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.20
No. 0, each	.35
No. 1, each	.40
No. 2, each	.45
No. 3, each	.50
No. 4, each	.55
No. 5, each	.60
No. 6, each	.80
No. 7, each	.90

PAPER, BUILDING—

Roofing—	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	....	2.50	....
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	....	3.75	....
Certain-teed	2.50	3.25	3.75
Major	2.00	2.50	3.00
Guard	1.35	1.75	2.15

Pioneer Sheathing, Gray—Per roll, 20-lb., $1.00; 25-lb., $1.25; 30-lb., $1.50.

Shingles, Slate, Red or Green—Individual (424 per square), $10.00 square. Strip or Slab (104 per square), $9.00.

Tin Caps—1¼-inch, 30c per lb.

Felt—Asphalt Saturated, $2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, $1.75 per roll; Saturated and Coated, $2.75.

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	3.65	4.50	2¾x4½	5.25	7.00
2¼x4½	3.70	4.80	5	5.50	7.25
2½x4½	3.90	4.90	3x5	6.25	8.25
2½x5	4.00	5.00			

PERCOLATORS, COFFEE—Universal—

46	3.50	74	4.50
48	4.00	76	5.00
42	3.25	79	5.75
54	3.50	714	6.50
56	4.00	464	4.75
58	4.50	466	5.25
64	4.00	469	6.00
66	4.50	474	5.25
69	5.25	476	5.75
614	6.00	479	6.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., 95c each; 6-lb., $1.00; 7-lb., $1.15; 8-lb., $1.25; 9-lb., $1.35.

Drifting—No. 1, 90c each: 2, 95c; 3, $1.00; 4, $1.15;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 15c; H—Hoyt's Spring, 20c.

PINCERS—Carpenters'—6-in., 65c; 8-in., 80c; 10-in., $1.00.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 35c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.

4-inch, Japan, 40c; 8-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 20c.

Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c; 5, 40c; 6, 45c. 8-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c. 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS, AUTOMATIC—Colt's—A 252 (CA25), $16.50 each; A323¾ (CA32), $19.50; A3803¾ (CA380), $19.50; 884½ (CA384½), $36.75; 455 (CA455), $34.00.

Remington—51, $19.50.

Savage—1907, 32 Cal., $25.00; 380 Cal., $26.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Stanley—No. 1, $2.95 each; 2, $3.85; 3, $4.10; 3C, $4.25; 4, $4.35; 4C, $4.60; 4½, $5.00; 4½C, $5.35; 5, $5.00; 5C, $5.25; 5½, $5.35; 5½C, $6.00; 6, $6.60; 6C, $6.90; 7, $7.50; 7C, $7.65; 8, $8.35; 8C, $9.25; 9, $9.15; 9½, $2.25; 9¾, $2.75; 10, $6:65; 10½, $5.40; 12, $5.00; 12½, $6.60; 15, $2.10; 15½, $2.85; 16, $2.50; 17, $2.85; 18, $2.85; 19, $2.85; 20, 8.25; 24, $3.10; 25, $2.85; 26, $3.20; 27½, $3.75; 28, $4.15; 29, $4.65; 31, $4.50; 32, $5.00; 35, $3.75; 36, $4.50; 37, $5.00; 40, $2.20; 40½, 3.00; 45, $14.00; 46, $9.80; 47, 7.65; 48, $5.25; 49, $5.25; 50, $7.00; 55, $25.50; 60, $2.60; 60½, $2.35; 61, $2.25; 62, $5.65; 65, $3.15; 65½, $2.60; 71, $3.95; 71½, $3.20; 72, $4.35; 74, $10.25; 75, 75c; 78, $3.25; 85, $4.60; 90, $3.95; 92, $4.00; 93, $4.85; 94, $5.65; 95, $2.00; 97, $3.95; 98, $2.00; 99, $2.00; 100, 60c; 101, 50c; 102, 95.; 103, $1.25; 110, $1.30; 112; $4.50; 113, $7.45; 120, $1.75; 130, $1.80; 131, $2.75; 140, $3.00; 146, $4.00; 147, $4.25; 148, $4.65; 171, $5.95; 190, $2.90; 191, $2.90; 192, $2.65; 203, $1.50; 212, $3.10; 220, $1.70; 278, $3.25; 289, $4.00. 444, $11.00; 602, $4.30; 603, $4.90; 604, $5.30; 604C, $5.55; 604½, $6.15; 605, $6.15; 605C, $6.45; 605½, $6.75; 606, $7.85; 606C, $8.25; 607, $9.90; 607C, $9.45; 608 $10.70; 608C, $11.20.

No. 39—¼, $2.90; ⅜, $3.20; ½, $3.40; ⅝, $3.55; ¾, $3.70; 13-16, $3.85; ⅞, $3.85; 1, $3.95.

Stanley Block Plane Irons—100 and 101, 15c; 102 and 103, 20c; 110 and 130, 30c; 120 and 220, 40c; 140, 50c;

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RETAIL SELLING PRICES—Continued.

PLANES—Continued.
9½ and 9¾, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c. 3½ inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.00. inch, 15c; 3½-inch, 20c. No. 861, 40c. No. 862, 65c. No. 371, $1.00.

PLATES, GAS, HOT—No. 501, $3.50 each; 502, $5.75; 503, $8.50; 702, $7.75; 703, $11.50; 722, $8.50; 723, $12.50; 1001, $2.50; 1002, $4.25.

PLIERS—Klein's No. 201—6-inch, $3.25 each; 7-inch, $3.50; 8-inch, $4.00; 9-inch, $4.75. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.00; 9-inch, $2.25; 12-inch, $2.75; 18-inch, $3.50; 24-inch, $4.00. No. 37, 12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.25. No. 37G, 12-inch, $3.75; 18-inch, $4.50. No. 34G, 4-inch, $1.65; 6-inch, $2.00; 8-inch, $2.75; 10-inch, $3.25.
Wood, Stanley or Disston—No. 00, $1.50; 0, $1.65; 2, $2.25; 3, $2.75; 8, $3.50. No. 13, 26-inch, $3.25; 28-inch, $3.35; 30-inch, $3.85. No. 15, 26-inch, $3.85; 28-inch, $4.00; 30-inch, $4.00. 30, $3.35; 35, $3.00; 45½, $4.75. No. 93, 26-inch, $4.65; 28-inch, $4.85; 30-inch, $5.00. 95, $7.75; 96, $9.25; 102, 75c; 104, $1.00.
Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 861, 40c. No. 862, 65c. No. 371, $1.00.

POKERS, STOVE—No. 100, Straight, 20-inch, 20c; 105, Bent, 20-inch, 20c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt., 40c each; 1 pint, 50c; 1 quart, 80c; ½ gallon, $1.25; 1 gallon, $2.25; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00.
O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.
METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.
STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c. Paste. No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

PULLERS—Nail—Rex, $1.35 each; Rex, Jr., $1.15; Red Devil, $2.50; Morrill's, $2.25; Little Giant, $2.25.

PULLEYS—Brass Screw, No. 350, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 370, ⅝-inch, 35c each; 1, 40c.

PULLEYS—Brass Screw, No. 35, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 37, ⅝-inch, 35c Clothes Line—No. 30, 3½-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2½-inch, 30c; No. 67, 25c; No. 160, 2-inch, 25c; No. 6500, 5½-inch, 55c; No. 6500G, 5½-inch, 65c.
Hay Fork—No. 566, for rope, 75c; No. 1651, for wire rope, $1.85.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $3.60; 2, $4.00; 3, $5.00; 4, $6.00.

PUTTY—Per lb., 15c.

RAKES, GARDEN — Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—	8"	10"	12"	14"	16"
Flat Wood	.50	.70	.95	1.25	1.65
Half Round Wood	.55	.75	1.00	1.35	1.75
Half Round Cabinet	.70	.95	1.25	1.60	2.00
Horse Hellers, Plain	...	...	.45	.65	.85
Horse Hellers, Tanged	...	...	...	.80	1.10

RAZORS (SAFETY)—Eveready—

No.		No.	
700, each	1.00	706 B, 6 Blades, Pkg.	.40
2, each	3.00	706 B, 12 Blades, Pkg.	.65
Gem			
800, each	1.00	800 B, 7 Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, 5 Blades, Pkg.	.35
Durham Domino			
1, each	1.00	3 Blades, Pkg.	.35
2, each	2.00	5 Blades, Pkg.	.50
Gillette			
Old Type—		Blades—	
Brownie	1.00	6 Blades, ½ pkg.	.50
Pioneer	2.50	12 Blades, Pkg.	1.00
Pocket	3.00		
New Type —		Each	5.00
New Standard, Bostonian, Richwood, Big Fellow—		Gold Plated	6.00
		Traveler	7.50
AutoStrop			
1, 7, 8, set	5.00	254S, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1 Wood, $2.75.

REVOLVERS—

Colts, Model	Each
Pocket Positive	23.00
Police Positive Spec.	25.00
Police Positive Tgt.	27.00
Army Special	26.00
New Service	31.00
Single Action	29.00
Harrington & Richardson	
203, 223	11.50
203 B, 223 B	12.00
204, 224	12.00
204 B, 224 B	12.50
263, 273	12.50
263 B, 273 B	12.75
264, 274	12.75
264 B, 274 B	13.00
Iver Johnson—	
300, 303, 323	11.75
300 B, 303 B	11.75
304	12.00

RIFLES—No. and Model—

Daisy Air—	Each
25	5.25
40	5.25
3	3.15
30	2.75
11	2.25
12	1.75
King Air—	
4	2.50
5	2.75
21	1.50
22	1.75
304 B	17.25
323 B	17.00
324	17.00
324 B	17.25
343, 353	17.75
343 B, 353 B	18.00
344, 354	18.00
344 B, 354 B	18.50
364 B	19.25
365 B	19.50
Smith & Wesson—	
1905 Military Police	31.00
Regulation Police	29.00
1903 Hand Ejector	27.50
38 S. & W. Perfected	27.50
1908 Military	35.00
1911 Target	31.50
New Departure 38	27.50
Marlin—	Each
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel	24.55
29 TD—Round Brl.	15.60
1897 TD—Round Brl.	22.75
TD—Octagon Barrel	24.80
Remington—	
4 TD—Octagon Brl.	15.54
6 TD—Round Brl.	10.46
8 A TD—Round Brl.	78.27
12 TD—Round Brl.	28.48
TD—Octagon Brl.	31.95
14 A TD—Standard	58.36
TD—Carbine	57.25
16 A TD—Standard	44.61
Savage—	
1899 250-3000	51.00
1899 TD, Feath'wt	46.00
1899 SF	39.00
1904 TD, Single shot	8.50
1914 TD, Hammerless	21.00
Stevens—	
Little Scout	4.50
Crack Shot	6.85
Marksman	8.65
Favorite	9.85
70 TD, 22	15.00
Winchester—	
86 TD, .33, Rd. Brl.	61.50
90 TD, .22, Oct. Brl.	24.75
Cal. 25-20, 32, 38, 44—	
92 SF, Rd. Bbl.	31.75
92 SF, Oct. Bbl.	33.75
92 SF Carbine, Rd.	28.75
92 TD, Rd. Bbl.	44.25
92 TD, Oct. Bbl.	46.25
Cal. 32-40, 38-55—	
94 SF, Rd. Bbl.	35.50
94 SF, Oct. Bbl.	38.50
94 SF, Carbine, Rd.	33.00
94 TD, Rd. Bbl.	49.25
94 TD, Oct. Bbl.	52.25
Cal. 25-35 Win., 30 Win., 32 Win. Special—	
94 SF, Rd. Bbl.	37.50
94 SF, Carbine, Rd.	34.75
94 TD, Rd. Bbl.	51.25
94 TD, Oct. Bbl.	54.25
30 Army, .303 British, 30 Govt. '06, 35, 405—	
95 SF, Rd. Bbl.	49.25
95 SF, Carbine, Rd.	49.25
95 SF, Musket, Rd.	58.00
95 TD, Rd. Bbl.	62.25
02 SS, .22, Rd. Bbl.	7.50
03 .22, Rd. Bbl.	41.00
04 SS, .22, Rd. Bbl.	9.00
05, 35, Rd. Bbl.	47.50
06 .22, Rd. Bbl.	21.50
06 Expert, .22, Rd.	24.75
07, 351, Rd. Bbl.	57.50
10, 401, Rd. Bbl.	57.50
52, Bolt Act., .22, Rd.	57.50
87, SS, Makt., .22, Rd.	49.25
97 SF	42.75
97 TD	46.00
11 TD	61.50
12 Hammerless, TD	54.25
12 Tournament	82.25
12 Trap	101.00
12 Pigeon	197.00
12 Hammerless TD, Tourn. with Ventilated Rib	154.25
Trap	164.00
Pigeon Eng.	260.00

Add $10.75 to Tournament grade shotgun for extension action slide handle, model 12, and $17.25 to Trap or Pigeon grade for extension action slide handle, model 12.
Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box.; 100's, 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.	.25	.50	7—Asst.	.25	.50
8 "	.25	.50	8 "	.25	.50
9 "	.25	.50	9 "	.25	.50
10 "	.25	.50	10 "	.25	.50
12 "	.25	.50	12 "	.25	.50

Copper Iron, with Burrs—08 Asst., 15c, ½-lb. box; 010, 20c.

RIVETS—Tinner's—
Tinned (in bulk), 25c.
Tinned (in papers)—8-oz., 25c; 12-oz., 30c; 14-oz., 35c; 1-lb., 40c; 1½-lb., 45c; 2-lb., 60c; 2½-lb., 70c; 3½-lb., $1.00; 4-lb., $1.10; 5-lb., $1.20; 6-lb., $1.40; 7-lb., $1.65; 8-lb., $1.90; 10-lb., $2.65; 12-lb., 3.25; 14-lb., $3.75.
Tubular Harness—50S, per box, 15c; 100S, 25c.

ROOFING—(See Paper).

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RETAIL SELLING PRICES—Continued.

ROPE— Cotton— 3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb..... 66	45	20	12	8	3	4½	3
Cents per ft.... 1	1½	3	5	8	10	17	25
Manila— 3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb. 80	55	27	13½	7½	6.1	4.5	3.8
Cents per ft.... ½	¾	1¼	2¼	.4	.5	.6½	.8
Sisal—							
Ft per lb..... 70	40	24	14	9	6.8	4 9	3.6
Cents per ft.... ½	¾	1¼	2	3½	4	5½	7½
Galv. Wire—							
Cents per ft....1¾	2½	4¾	7¼	...	...	...	...
Thimbles	5	7½	10	15	15	20	25
Clips, Galv.	7½	10	15	20	25	35	40
Clips, Jap'd	6	7½	10	15	20	25	30

ROPE—(Portland Cordage Co. list)—**Basis Prices**—Per lb., ¾-in. diameter or larger—Manila, Cloverleaf, 18c; Manila, Seaport, 16½c; Life Line Lariat, 3 or 4 strand, 33c; Bronco Lariat, Red Thread, 3 or 4 strand, 30c; Black Hawk Lariat, 4 strand, 7-16-in., 20c; White Sisal Lariat, Red Thread, 3 or 4 strand, 20c; White Sisal, 16c; Sisal, 15c.

Differentials—3-16-in. dia. (6 thread fine), 2½c; ¼-in. 5-16-in. (6 and 9 thread), 2c; ⅜-in. (12 thread), 1½c; 7-16, ½, 9-16-in. (1¼, 1½, 1¾ cir.), 1c; ⅝-in. (2-in. cir.), ½c.

RULES—Boxwood—Lufkin, Stanley—No. 171 (36), 60c each; 372 (36½), 85c; 386 (32), 90c; 388 (32½), $1.25; 465 (69), 20c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 761 (63), 45c; 762 B (7), $1.25; 771 (84), 75c; 780 (62½), 95c; 781 (62), 95c; 861A (53½), 95c; 862C (83½), $1.50; 871 (52), 85c; 881 (54), $1.00; 3851 (66½), 70; 3861 (66¼), 80c; 3881 66¾), $1.7[illegible]; 4883 (94), $3.00.

Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 1131, 1141, Zig-zag, 65c; 1132, 1142, Zig-zag $1.25; 1143, Zig-zag, $1.85.

Rules, ZIG-ZAG—Lufkin, Stanley—No. 204, 75c each; 206, 95c; 804F, 35c; 806F, 55c; 8513 (03), 30c; 8514 (04), 35c; 8515 (05), 45c; 8516 (06), 60c; 8518 (08), 75c; 8523 (403F), 25c; 8524 (404F), 40c; 8525 (405F), 45c; 8526 (406F), 55c; 8613 (103), 30c; 8614 (104), 40c; 8615 (105), 50c; 8616 (106), 60c; 8624 (854F), 40c; 8626 (856F), 60c.

SAWS — Cross Cut —

	S 520	A51 and 52 S503 and 513	V251 and 252	V360	V361
5	$ 7.65	....	....	$ 6.70	$5.65
5½	8.55	....	....	7.40	6.30
6	9.60	$12.80	$ 8.60	8.10	6.85
6½	10.85	14.40	9.80	8.80	7.40
7	12.12	16.00	10.85	9.45	8.00
7½	....	17.60	11.95	10.10	8.55
8	....	19.35	13.10	10.85	9.15
8½	....	21.30			
9	....	23.30			
10	....	27.35			

One-Man Cross Cut —	A1000	A749	S222
3	$5.55	$4.70	$3.95
3½	3.65	5.30	4.45
4	4.15	6.00	5.00
4½	4.60	6.60	5.55
5	5.25	7.40	6.10
5½	5.70	...	6.55

SAWS—Hand—

61, 62, 361, 362, Simonds Blue Ribbon, or 12 Disston or 69 Atkins	
18 inch	2.95
20 inch	3.20
22 inch	3.50
24 inch	3.80
26 inch	4.10
28 inch	4.45
71, 72, 371, 372, Simonds Blue Ribbon; D8 Disston or 51 Atkins	
18 inch	2.35
20 inch	2.60
22 inch	2.80
24 inch	3.00
26 inch	3.15
28 inch	3.60
10½ Simonds	
18-inch	2.20
20-inch	2.35
22-inch	2.60
24-inch	2.75
26-inch	2.90
28-inch	3.40
No. 10 Simonds or 7 Disston	
18 inch	2.10
20 inch	2.25
22 inch	2.50
24 inch	2.60
26 inch	2.75
28 inch	3.25
No. 120 Disston	
26 inch	6.20
28 inch	6.60
No. 112 Disston	
26 inch	5.25
28 inch	5.60
No. D 100 or No. D 20 Disston	
26 inch	4.35
28 inch	4.85

SAWS—	10-in.	12-in.	14-in.	16-in.
Back, No. 4 (Sd. No. 96)	....	2.25	2.50	3.00	3.25
Compass No. 2 (Sd. No. 87)	....	.75	.75	.80	.85
Compass, No. 30		.45	.45	.45	.45
Kitchen, No. 0		...	.70	.75	.80
Butcher—	18-in.	20-in.	22-in.	24-in.	26-in.
No. 5 (Sd. No. 250)	3.50	3.50	3.75	3.75	4.00
No. 7 (Sd. No. 255)	2.50	2.75	2.75	3.00	....
No. 70	1.75	1.85	2.00	2.10	....
Panel—					
No. 7 (Sd. No. 10)	.200	2.25	2.50	2.75	....
No. 8 (Sd. No. 72)	....	2.50	2.75	3.00	....
No. 12	3.00	3.25	3.50	3.75	....
No. 091	.95	1.00	1.10	1.25	....
Plymouth	2.25	2.35	2.50	....	....

BUCK—No. 40, $2.50; No. 302, $1.50; No. 617, $1.65; No. 618, $1.65; No. 623, $1.75; No. 677, $2.25.

Blades—No. 4, 4B, 66, 75c; No. 77, $1.25. **Rods, 20c.**

Coping—No. 100, 30c; No. 110, 45c.

Keyhole—No. 5, 45c; No. 95, 75c.

Pruning—Disston No. 4, 16-in., $1.75; 18-in., $1.85; No. 50, 12-in., $1.15; 14-in., $1.25; No. 112, $2.35.

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P	1.50
Spec. Morrill	2.00
105 Morrill	.60
1 Morrill	2.00
10	1.20
77	1.00

SAW TOOLS—

Clipper Outfit	.75
Morrill's Raker Gauge—	
No. 1	1.50
No. 6	2.25
No. 9	2.50
Atkins Raker Swage	.45
5-M Tooth Gauge	.25
Jointers Pikes Perf	.75
Jointers No. 7 Sterns	.70

X CUT—

Morrill No. 3	1.30
Baker No. 3	2.35
Colonial	1.40
7 Taintor	2.00
28 Triumph	1.65
Hammer	.85
Lever	.25
Morin No. 2	4.75
Morin No. 2½	6.00
Morin No. 3	2.00
Setting Tool Disston—	
No. 100	.80
No. 4 Setting Blocks—	
No. 4 Blocks, Morin	1.85
Swages No. 0 Disst	4.75
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins, Excelsior	.85

SCALES: Counter—508, each, $25.00; 510, $27.00.

Family — 1021, each, $2.75; 11021, $3.50; 1621, $4.50; 6021, $3.00; 16021, $3.25. Extra Scoops, each, $1.25.

Peddlers'—243, each, $5.25; 243E, $5.75; 243G, $6.00; 262, $8.00; 272, $9.75; 343, $6.75; 343E, $5.00; 343G, $5.00; 0345, $5.25; 0344E, $5.75.

Platform—500-lb., each, $30.00; 1000-lb., $37.50.

Spring Balance — 50, each, 25c; 51, 40c; 81, 55c; 84, $1.25; 86, $3.25; 87, $5.50; 2022, $7.75.

Scale Beams—200-lb., each, $4.00; 300-lb., $6.25; 400-lb., $7.50.

Extra Poises — 1-lb., each, 75c; 2-lb., 85c; 3-lb., $1.10; 4-lb., $1.25.

SCALES—Family, testing without scoop, $3.00; with scoop, $3.75; Peddlers' glass sash, $5.25; glass sash with chains, $5.75; brass dial, $6.75; brass dial with chains, $7.00.

Spring Balance, No. 50, 20c each; 51, 40c; 84, $1.25; 86, $3.75; 87, $7.00.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.

Wiss—No. 4BH, $1.25 each; 54½, 85c; 155, 90c; 55½, 95c; 56, $1.00; 56½, $1.05; 57, $1.10; 154½, $1.00; 155, $1.05; 155½, $1.10; 156, $1.15; 156½, $1.25; 157, $1.30; 364, $1.10; 364½, $1.15; 365, $1.20; 366, $1.25; 463, 95c; 463½, $1.00; 464, $1.10; 573, $1.15; 573¾, $1.25; 574¼, $1.40; 663, $1.15; 663½, $1.25; 664, $1.40; 763, 95c; 763½, $1.00; 764, $1.05; 764½, $1.10; 765, $1.15; 765½, $1.20; 766, $1.25; 773, $1.05; 773½, $1.10; 774, $1.15; 814, $1.15; 814½, $1.20; 815, $1.25; 815½, $1.30; 816, $1.35.

SCOOPS—Common Hollow Back — Black — No. 2, $1.75 each; 3, $1.75; 4, $1.85; 5, $1.85; 6, $1.90; 7, $2.00; 8, $2.10; 9, $2.25; 10, $2.35.

SCREEN DOORS—(See Doors).

SCREENS, WINDOW—Adjustable Continental Wood Frame—No. 1533, 55c each; 1833, 60c; 2433, 75c; 2437, 85c; 2837, 95c; 3033, 95c; 3037, $1.05.

Sherwood Steel Frame—No. 1833, 75c each; 2433, 90c; 2437, 95c; 3037, $1.20.

SCREWS—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size—	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.20	.20	.25	...
3	.20	.20	.20	.25	...
4	.20	.20	.25	.30	.35
6	.25	.30	.30	.35	.40
8	.40	.40	.45	.50	.60
10	.50	.55	.65	.75	.90
12	.65	.75	.85	.90	1.15
¼	1.30	1.00	1.60	1.70	2.00
5-16	....	2.25	2.50	2.70	3.15
⅜	....	2.60	2.95	3.00	3.85
Size.		1¼-in.	1½-in.	1¾-in.	2-in.
4		.40	.50	...	...
6		.55	.70	.85	1.05
8		.75	.85	1.05	1.25
10		1.05	1.20	1.35	1.55
12		1.30	1.45	1.70	1.90
¼		2.20	2.50	2.80	3.15
5-16		3.60	4.00	4.50	5.00
⅜		4.50	5.40	5.80	6.15

Iron—Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.15	.15	.15	.20	...
3	.15	.15	.15	.20	...

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RETAIL SELLING PRICES—Continued.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
4	.15	.15	.15	.20	.20
6	.15	.15	.20	.20	.25
8	.20	.20	.20	.25	.30
10	.30	.30	.30	.35	.40
12	.30	.35	.35	.40	.40
¼	.45	.50	.50	.55	.60
5-16	...	.80	.85	.90	1.00
⅜	...	1.00	1.00	1.05	1.15

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
4	.25	.30	...	...
6	.30	.35	.40	.50
8	.30	.35	.45	.50
10	.45	.55	.60	.70
12	.50	.60	.65	.75
¼	.75	.85	1.00	1.20
5-16	1.15	1.30	1.45	1.60
⅜	1.30	1.45	1.70	1.85

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

CAP—U. S. S. Thread — Iron —

Length (inches)	¼"	5-16"	⅜"	7-16"	½"
¾	$0.20	$0.20	$0.25	$0.30	$0.40
⅞	.20	.20	.25	.30	.40
1	.20	.20	.25	.35	.40
1¼	.20	.25	.25	.40	.45
1½	.25	.25	.30	.40	.50
1¾	.25	.25	.30	.45	.55
2	.25	.30	.35	.45	.55
2¼	.30	.35	.35	.50	.60
2½	.35	.40	.40	.50	.65
3	.40	.45	.50	.55	.70
3½	....	....	....	.60	.75
4	....	....	....	.65	.85

Length (inches)	⅝"	¾"	⅞"	1"
1	$0.60	$0.75	$1.15	....
1¼	.60	.75	1.15	....
1½	.65	.80	1.15	....
1¾	.70	.85	1.25	$1.35
2	.75	.95	1.30	1.55
2¼	.80	1.05	1.40	1.65
2½	.85	1.10	1.45	1.80
3	.95	1.25	1.65	2.10
3½	1.10	1.45	1.85	2.35
4	1.25	1.70	2.05	2.65

CAP—S. A. E. Thread — Steel —

Length (inches)	¼"	5-16"	⅜"	7-16"	½"
¾	$0.20	$0.25	$0.30	....	....
⅞	.25	.25	.30	$0.45	$0.50
1	.25	.30	.35	.45	.50
1¼	.25	.30	.35	.50	.55
1½	.30	.35	.35	.55	.60
1¾	.30	.35	.40	.60	.65
2	.35	.40	.45	.65	.70
2¼	.40	.45	.45	.70	.75
2½	.45	.50	.50	.75	.80
2¾	.50	.55	.55	.80	.85
3	.55	.60	.60	.85	.90
3½	.60	.65	.65	.90	.95
4	.65	.70	.75	.95	1.10

Length (inches)	9-16"	⅝"	11-16"
1	$0.75	....	....
1¼	.80	....	....
1½	.85	$1.00	$1.10
1¾	.85	1.05	1.15
2	.90	1.10	1.20
2¼	1.00	1.15	1.30
2½	1.10	1.20	1.35
2¾	1.15	1.30	1.50
3	1.20	1.35	1.60
3½	1.35	1.60	1.85
4	1.55	1.80	2.10

SQUARE HEAD — V. or U. S. S. Thread —

Prices shown are for Dozen Lots. For the price of One Only, use one-tenth of the dozen price shown.

Length (inches)	¼"	5-16"	⅜"	7-16"	½"
½	$0.15	$0.15	$0.20	$0.20	$0.20
¾	.15	.15	.20	.20	.20
⅞	.15	.20	.20	.20	.25
1	.15	.20	.20	.20	.25
1¼	.15	.20	.20	.20	.25
1½	.15	.20	.20	.25	.30
1¾	.15	.20	.20	.30	.35
2	.15	.20	.25	.35	.40
2¼	.20	.25	.30	.40	.45
2½	.25	.30	.35	.45	.50
3	.30	.35	.40	.50	.55
3½	....	....	....	.55	.70
4	....	....	....	.60	.80

Length (inches)	⅝"	¾"	⅞"	1"
¾	$0.30	....	....	....
⅞	.35	....	....	....
1	.40	$0.60	....	....
1¼	.45	.70	$1.00	....
1½	.50	.75	1.05	$1.35
1¾	.55	.80	1.10	1.50
2	.60	.85	1.20	1.60
2¼	.65	.90	1.25	1.70
2½	.70	.95	1.35	1.85
3	.80	1.10	1.55	2.10
3½	.85	1.20	1.70	2.35
4	1.00	1.35	2.00	2.65

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full packages price shown.

WOOD—Steel, Flat or Round Head—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.30	.30
4	.25	.25	.25	.25	.30	.30	.30
5	...	.25	.30	.30	.30	.30	.30
6	...	.30	.30	.30	.30	.35	.35
7	...	.30	.30	.30	.35	.35	.35
8	...	.30	.35	.35	.35	.35	.40
9	...	.35	.35	.35	.35	.40	.40
10	...	...	.40	.40	.40	.40	.40
11	...	...	.40	.40	.40	.45	.45
12	...	...	.45	.45	.45	.45	.50
13	...	...	...	.45	.50	.50	.55
14	...	...	...	.45	.55	.55	.60
15	...	...	...	...	.60	.60	.70
16	...	...	...	...	.65	.70	.90
17	...	...	...	...	...	...	.95
18	...	...	...	...	...	...	1.00
20	...	...	...	...	...	...	1.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.30	.35	...	...	...	...	...
4	.35	.40	...	...	...	...	...
5	.35	.40	.45	.50	.55	.70	...
6	.40	.40	.50	.55	.60	.70	1.05
7	.40	.45	.50	.55	.60	.75	1.05
8	.40	.45	.55	.60	.65	.80	1.10
9	.45	.50	.55	.60	.65	.80	1.15
10	.50	.50	.60	.65	.70	.85	1.15
11	.50	.55	.60	.65	.75	.90	1.15
12	.55	.60	.65	.70	.80	.95	1.15
13	.60	.65	.70	.80	.85	.95	1.20
14	.65	.70	.80	.85	.95	1.00	1.25
15	.75	.80	.95	.95	1.10	1.15	1.85
16	.90	1.00	1.05	1.10	1.25	1.30	1.50
17	.90	1.15	1.25	1.20	1.35	1.50	1.70
18	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristo)—

¼-inch, 10c each; 5-16, 10c; ⅜, 10c; 7-16, 10c; ½, 12½c; ⅝, 15c; ¾, 20c; ⅞, 25c; 1-inch, 35c.

SCREWS—Gimlet Point, Square Head (Per 100)—

	¼" and 5/16"	⅜"	½"	⅝"	¾"
1	1.60	....	....	....	....
1¼	1.60	1.95	....	....	....
1¾	1.75	2.00	....	....	....
2	1.75	2.10	2.95	4.25	....
2½	1.90	2.30	3.20	4.65	....
3	2.00	2.50	3.45	5.00	7.00
3½	2.15	2.65	3.70	5.35	7.50
4	2.30	2.85	3.95	5.70	8.00
4½	2.45	3.00	4.20	6.05	8.50
5	2.60	3.20	4.45	6.40	9.00
5½	2.75	3.45	4.75	6.75	9.50
6	2.85	3.60	5.00	7.15	10.00
6½	....	3.75	5.25	7.50	10.60
7	....	4.00	5.50	7.85	11.10
7½	....	4.20	5.75	8.20	11.55
8	....	4.35	6.00	8.55	12.00
9	....	....	6.50	9.25	13.00
10	....	....	7.00	10.00	14.00
12	....	....	8.00	11.50	16.00

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c; 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.

Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, $1.00; 8, $1.15; 10, $1.50; 12, 95c. No. 15, 2-inch, 70c; 3, 75c; 4, 80c; 5, 85c. No. 30, $3.00; 31, $4.00; 35, $2.25; 60, $1.00; 130, $3.50.

SCREW DRIVERS—G. & P. — 1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.85
Weed—	
300	2.50
350	2.35

Grass—

No.	Each.
200	2.50
250	2.85
100	2.50
150	2.85

SHEARS—Bench—P. S. W.—No. 4, $14.75; No. 5, $12.50; No. 6, $10.75.

SHEETS, IRON — Galvanized — 10 to 16, 10c; 18 to 24, 10c; 26 to 27, 10c; 28, 10c; 30, 10c. Black, 12 to 16, 9c lb.; 18 to 28, 9c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50; Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 11c; 9c full sheet.

Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 10c full sheet.

SHIELDS—Lag Screw — Expansion— SEBCO —Per hundred list.

3-16 inch	13.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

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RETAIL SELLING PRICES—Continued.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.

American Double Barrel—Hammer, $20.00; Hammerless, $24.00.

Fox, Double Barrel—Grade A—NE, $62.00; E, $74.50. Grade C—E, $115.00. Sterlingworth—NE, $48.00; E, $60.50. Trap—E, $160.00.

Ithaca Double Barrel—Grade 1—NE, $47.50; E, $62.50 Field—NE, $37.50; E, $52.50.

Iver Johnson, Single Barrel—Champion—NE, $13.00; E, $13.50. E, Rib, $16.00.

L. C. Smith, Double Barrel—Field—NE, $46.25; E, $58.50. Fulton—NE $35.00. Ideal—NE, $55.50; E, $69.25.

Stevens, Single Barrel—105, $18.00; 107, $13.50; 181, $22.50.

Stevens, Double Barrel—215, $20.00; 235, ...; 315, $23.00; 335, $32.40; 345, $36.00; 520, $43.50.

Remington Repeating—10A, $52.50 each; 10AR, $62.10; 10C, $71.75; 10CR, $81.35; 11A, $62.15; 11AR, $71.75; 11C, $75.75; 11CR, $85.35; 17A, $52.50.

Winchester—

97 SF, 12 Ga., Stand. 42.75	11 TD, 12, Trap....114.50
97 TD, 12 Ga., Std.. 46.00	11 TD, 12, Pigeon...249.50
97 TD, 12, Tourn... 75.50	12 TD, 12, 16, 20 St. 54.25
97 TD, 12, Trap.... 95.25	12 TD, 12, 16, 20 Tu. 82.25
97 TD, 12, Pigeon...185.50	12 TD, 12 16 20 Tp.101.00
11 TD, 12, Stand.... 61.50	12 TD, 12 16 20, Pg.197.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $1.35 each; Carter's, $1.85; Ames, $2.25.

Plain Black Polished — 4th Grade, $1.50 each; Carter's, $2.00; Ames, $2.25.

Riveted Strap Back Black—Ames, $2.00 each.

Riveted Strap Back Polished — 4th Grade, $1.50 each; Ames, $2.25.

Solid Socket—Maynard—Black, $2.50 each; Polished, $2.65.

Fire, Sheet Steel—Jumbo, 25c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.

Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.75; Chester, $2.00.

SMOOTH-ON—75c lb.

SOLDER — ½ and ½, 35c lb.; No. 1, 90-100, 35c; Wiping.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—

Major League Baseballs, $2.00; Junior League Baseballs, $1.50; Special League Baseballs, $1.75; Lowest Quality, 15c.

Major League Catchers' Mitts, highest quality, $15.00; lowest quality, $1.00.

Major League Basemen's Mitts, highest quality, $9.00; lowest quality, $1.00.

Major League Fielders' Gloves, highest quality, $8.00. lowest quality, 75c.

Player's Model Bats, $2.50; lowest quality, 25c.

Chest Protectors, $9.00.

Jack Strops, 50c.

TENNIS GOODS—

Tennis Racket, highest quality, $13.50; lowest quality, $2.50.

Championship Tennis Balls, 50c; Practice Tennis Balls, 10c.

Tennis Net, highest quality, $20.00; lowest quality, $3.00.

Tennis Reels, $1.50.

Racket Cases, Canvas, $1.50; Felt, $1.00. Racket Press, $1.00.

Racket Restringing, English Gut, $5.00; American Gut, $4.00; Japanese Gut, $2.25.

GOLF GOODS—

Golf Balls, highest quality, High Power, 75c; Medium Power, 50c; lowest quality, 65c.

Golf Clubs, Standard Woods, $5.50; Standard Irons, $4.50.

TRACK AND FOOTBALL—

Javelins, Official, $6.00.

Discus, Official, $10.00.

Vaulting Poles, 16-foot, $10.00; 14-foot, $10.00; 12-foot, $9.00.

American Football, Official, $9.00; lowest quality, $1.75.

Soccer Football, Official, $10.00; lowest quality, $3.00.

Athletic Jerseys, $4.00.

Running Shirts, 60c.

Running Pants, 90c.

GYMNASIUM AND PLAYGROUND—

Basket Balls, Official Indoor, $13.50; lowest quality, $4.00. Official Outdoor, $13.50.

Play Ground Balls, 12-inch Outseam, $1.75; 14-inch Outseam, $2.00; 12-inch Regular Seam, $1.50; 14-inch Regular Seam, $1.75; Children's, 25c.

Play Ground Ball Bats, $1.00.

Hand Balls, 1¾-inch, 35c; 2¼-inch, 40c.

Volley Balls, Official, $7.00; lowest quality, $3.50.

Boxing Gloves, 10-oz. best, $13.50; 8-oz. best, $12.00; 6-oz. best, $9.00.

Striking Bags, best $10.00; lowest quality, $3.00.

SPRAYERS: Bucket Pump—305, each, $22.50; 324, $10.00; 327½, $6.

Hand — Faultless, each, 60c; Misty, 70c; Midget, 50c; Feeney, $22.50.

Compressed Air—Meyers Pneumatic, each, $8.75; Utility Knapsack, $9.00.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $8.00; Barnes, 276, $12.30; Little Giant, 327½, $7.25; Acme Pressure 345, $9.00; Defiance No. 324, $10.00.

SPRINKLERS, LAWN: Dew Drop—7-foot, brass, each, $3.25; 8-foot, brass, $3.50; 8-foot, galvanized, $2.85.

Fountain—Crescent, each, 90c. Square, 65c.

Pluvius—½-inch and ¾-inch, $2.25.

Ring, each, $1.00.

Ross, 59R, each, 80c.

Thompson's—70, each, 35c; 75, 45c; 90, 25c; 95, 35c; 100, 45c; 120, 50c; 135, 30c; 125, $5.50; 126, $6.00; 127, $6.75; 130, $1.00; 131, $1.75.

Will's—4-foot, each, $1.35; 5-foot, $1.75; 6-foot, $2.00; 7-foot, $2.50; 8-foot, $2.75; 10-foot, $3.50.

SQUARES—Steel—No. 3, $2.00 each; 14, $1.85; 100, $2.25.

Blued—No. 3, $3.00; 100, $3.25.

Take-Down Rafter—No. 100, Polished, $4.55; Nickeled, $5.00; Blued, $5.60.

Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., $1.25. No. 2, 4½-in., 60c; 6-in., 80c; 7½-in., 85c; 9-in., $1.10; 12-in., $1.50.

N. P.—No. 3, $3.00; 12, $1.75.

Lufkin—No. 65, 9-in., $2.00; 12-in., $2.25.

	4	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	....	....	....
20	...	.85	1.15	1.35	1.65

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STONES, SHARPENING—Aloxite or Carborundum—No. 107, $1.25 each; 108, $1.75; 109, $1.25; 110, $1.50; 111, $1.00; 112, 85c; 115-117, $1.50; 118-120, $1.35; 121-123, $1.15; 124-126, 90c; 130-132, 65c; 133-135, $1.25; 136-138, 75c; 142-144, 65c; 145-147, 45c; 149, 20c; 174-176, $1.15; 177-179, 65c; 180-182, 90c; 183-184, 65c; 195, 45c; 196, 60c.

STOVES: Cook—Perfection, Superfex burners—No. 302, two burners, $32.00; No. 303, three burners, $41.00; No. 304, four burners, $52.00.

Blue Chimney—No. 31, one burner, $18.00; No. 32, two burners, $18.00; No. 33, three burners, $23.00; No. 34, four burners, $30.00; No. 35, five burners, $42.00.

Puritan — No. 22, two burners, $18.00; No. 23, three burners, $23.00; No. 24, four burners, $30.00; No. 25, five burners, $42.00.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft., ¾-inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.25; Club, $13.00; Elite, $7.00; Gold Medal, $5.75; Grand Rapids (Nic.), $5.50; Grand Rapids (Jap.), $5.00; Grand (Jap.), $7.00; Parlor Queen, $6.50; Princess, $5.75; Prize, $5.75; Universal (Nic.), $5.25; Universal (Jap.), $4.75; Welcome, $5.75; Superior, $5.50.

SWEEPERS, VACUUM — Grand Rapids, $11.00; Household, $9.00.

SWEEPERS, TOY—Little Daisy, 25c; Little Queen, 50c; Little Jewel, $1.50.

Retail prices on the following Western and Southern States are 50c higher on regular, Grand and Vacuum Sweepers; $2.00 on Club; 5c on Little Daisy, and 15c on Little Jewel, on account of the freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Texas, Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c. Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ⅛-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10 10c; 12 10c Wire in bulk—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c; 10, 25c.

Gimp—⅛ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.

Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 25c lb.; 4, 25c; 6, 25c; 25c; 10, 25c; 12, 25c.

Double Pointed—Blued, ¼ lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 25c lb.; 10, 25c; 12, 25c.

TAPES, MEASURING—(Lufkin)—(Starrett)—

Asses' Skin No.	Each	Steel 786	1.65
710	.50		
713	.65		
715	1.10	Metallic	
716	1.25	500	2.75
730	.65	503	4.00
733	1.10	505	4.35
735	1.40	506	6.35

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RETAIL SELLING PRICES—Continued.

Pocket			
148	.80	245	7.00
145	1.00	246	9.00
165	.20	260	4.85
3143	.50	263	5.85
100	5.00	265	7.50
103	7.75	266	10.00
200	5.50	550	4.00
203	9.00	553	4.85
205	13.00	555	6.35
206	16.00	556	8.25
240	4.35	1240	4.00
243	5.25	1243C	5.0C
		1260	4.50
		1263	5.65

Asses' Skin Cass—25, 65c; 50, 85c; 75, $1.15. 100, $1.35.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160. 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance, Machinists'—Prentiss—No. 2, $16.50 each; 2½, $19.25; 3, $22.50; 4, $36.50; 5, $53.00; 6, $68.00; 19, $19.75; 19½, $24.00; 20, $29.00; 21, $46.25; 22, $64.00; 51, 12.00; 52, 14.00; 53, $17.00; 54, $22.50; 55, $33.00; 56, $42.00; 57, $60.00; 161, $3.75; 161½, $5.00; 162, $5.75; 163, $9.50.

Oval Slide—No. 0, 2½-inch, $4.00 each; 1, 3-inch, $4.50; 2, 3½-inch, $5.75; 3, 4-inch, $8.25; 4, 4½-inch, $12.50.

Pipe—Hinged—No. 600, $3.75 each; 671, $4.50; 672, $6.75; 673, $10.00; 674, $21.00. Chain—No. 1, $4.00; 2, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles.

TIN—Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra, two sides, 2c.
Flashing IC, 1x1, $2.25 per 100 feet; ¼x1, $2.25.
Shingles—5x7, 30c dozen.
Valley—14-inch, 12c per foot, $10.00 per roll; 20-inch, 18c per foot, $15.00 per roll.

TIRES: Sterling—Hardwear—

	Sovereign Cord Tires.		Vacuum Cord.	
	Tires.	Tubes.	Cord.	Seamless Red Tubes.
30x3, Cl.	$14.00	$2.40	....	....
30x3½, Cl., 6-Ply..	16.50	2.80	$19.00	$2.80
30x3½, S., 6-Ply..	28.50	2.80	....	....
32x3½, S., 6-Ply..	25.50	2.95	25.50	2.95
31x4., S., 6-Ply....	29.40	3.45	....	....
32x4, S., 6-Ply....	32.40	3.65	32.40	3.65
33x4, S., 6-Ply....	33.40	3.80	33.40	3.80
34x4, S., 6-Ply....	34.25	4.00	34.25	4.00
32x4½, S., 8-Ply..	41.90	4.65	41.90	4.65
33x4½, S. 8-Ply..	42.85	4.75	42.85	4.75
34x4½, S., 8-Ply..	43.90	4.90	43.90	4.90
35x4½, S., 8-Ply..	45.20	5.10	45.20	5.10
33x5, S., 8-Ply....	52.15	5.70	52.15	5.70
35x5, S., 8-Ply....	54.75	6.00	54.75	6.00

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

	—Diameter—		
Length—	⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.80
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

	—Diameter—		
Length—	⅛-in.	3-16-in.	¼-in.
3-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.35	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Turner Brass: Gasoline-Kerosene Torch No. 18, $14.40 each; Gasoline, No. 53, $15.00; Gasoline-Kerosene Torch No. 28, $18.40; Gasoline, No. 95, $18.10.

TRAPS—Fly—Harper, 40c each; Balloon, 35c; Avis, 1, $2.75; Avis 2, $2.25; Avis 3, $2.00.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse $1.10; 2 Newhouse, $1.40; 3 Newhouse, 2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No 1 Oneida Jump, 35c; 1¼ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor. 55c; 3 Victor, 95c; 4 Victor, $1.15.

Gopher—Best, 25c each; O. K., 30c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 30c.

Mole—Reddick, $1.25 each; Out-O-Sight, $1.50.

Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker, Wood, 20c; Choker, Tin, 15c; Delusion, 30c; Holdem, 65c; Marty, 30c.

Rat—Holdfast, 15c each; Out-O-Sight, 20c; Holdem, $1.25; Marty, small, 60c; large, $1.50.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TRUCKS — Lansing —
Dandy Bag, $5.00; Lansing Bag, $5.60.

Warehouse and Store:	No. 1	No. 2	No. 3
Inside Wheels, Western	$8.40	$11.00	$16.00
Outside Wheels, N. Y. Pattern...	8.00	10.00	12.00

Reynolds 4-wheel Flat, 3000 lbs. capacity—No. 9, 2x4, $36; No. 18, 2x5, $39.00; No. 21, 3x5, $43.00.

TWINE—Cotton—Wrapping, 30 to sack, 15c lb; 60 to sack, 10c. 2-lb. Cones, $1.25 lb: Budding, ½-lb. balls, 35c lb. Flax—¼-lb. balls—18BB, 15c ball; 24BB, 15c. ½-lb. balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BC, 35c; 24BC, 35c; 36BC, 35c. Buffalo Asst., 10c ball.

Hemp Spring—No. 4½, ½-lb. ball, 20c; 1-lb., 35c. No. 6, ½-lb. ball, 20c; 1-lb., 35c.

Jute Wrapping—½-lb. balls—2-ply, 20c lb.; 3-ply, 20c lb. 2-lb. cones, 1 and 2-ply, 35c lb. Wool, 1-lb., 40c.

Mattress—¼-lb. balls, 35c lb.

Sacking—Medium Quality, 80c lb.; Extra Quality, $1.00. Many Ends, $1.00 lb.

VISES—Bench—Bonney—No. 1006, $1.65 each; 1007, $1.75; 1008, $9.00; 1010, $3.00. Yankee—No. 990, $3.50; 1998, $9.25.

Hand—1 Alford, $5.25 each; 2 Alford, $5.00; 21 Stearns, 75c.

Machinists'—Parker—No. 103, $10.00 each; 103½, $12.00; 104, $13.75; 104½, $17.00; 105, $22.00; 106, $42.00; 203½, $15.75; 204, $18.25; 204½, $21.75; 205, $32.25; 205½, $40.00; 206, $54.50.

Solid Box, Blacksmiths' — 35-lb., $9.00; 50-lb., $10.50; 70-lb., $14.50; 80-lb., $16.50; 90-lb., $19.00; 100-lb., $20.75.

Handy Worker—Stewart, $31.00 each.

$8.75; 3, $21.00. Combination—No. 181, $19.25; 182, $26.25; 182½, $39.00; 183, $54.50.

Woodworkers'—Prentiss—No. 59, $18.00 each. Richards-Wilcox—No. 480-1, $10.50; 480S-1, $11.25: 2, $14.00.

WASHBOARDS—Crown Glass, 90c each; Crown Brass, 80c; Pacific Zinc, 75c; Silver Queen, 65c.

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.: Angle, 10c.
Malleable—Standard, 15c lb.; Nail Hole, 15c lb.; Angle, 30c.
Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 25c; 2 White, 20c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.

WATCHES—Westclox—Pocket Ben, $2.00 ea.; Glo-Ben, $3.25. $7.00 each; No. 1, 3¼ cu. ft., $7.75; No. 2, 4½ cu. ft., $8.50.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., $1.50; 4 lb., $2.60.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 28c; Cedar Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS — Lansing —
Garden: 1¾ cu. ft., $5.20; 3¼ cu. ft., $8.00; 4½ cu. ft., $8.60
Stave Tray: New Michigan, $4.60; Michigan Jr., $4.00.
Three-Piece Tray, Bolted: Common, $4.20; Climax, $5.60.
Steel Tray, Wood Frame: Klondyke, $6.80; B-1, $8.00; F-4, $10.60.
All-Steel, Tubular: No. H-21, $11.20; H-20, $11.00; H-02, $9.00.

WICKS—Lamp and Lantern—0, E Flat, 2½c; 1, A Flat, 3½c; 2, B Flat, 2½c, 3, D Flat, 2½c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c.

Stove—4 in. Flat, 10c; 3 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—

	Annealed	Galvanized	Annealed Baling Wire
9 and coarser	Base	.50	...
10	.05	.55	...
11	.10	.60	...
12	.15	.65	.30
13	.25	.75	.40
14	.35	.85	.50
15	.45	1.30	.60
16	.55	1.40	.70
17	.70	1.95	.85
18	.85	2.10	1.00

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 28c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21, 18c; 22, 18c; 24, 20c.

Barbed Wire—80-rod spool—American Special, Cattle, $3.40; Hog, $3.70. Galv. Am. Glidden, Cattle, $4.75; Hog, $5.10.

Catch Weight pools—Cwt.—Galv. Waukeganito, $6.95; Galv. Baker, $6.45; Galv. Glidden, $6.20.

Stove Pipe Wire—Black per Stone—No. 18, $1.90; 19, $2.00; 20, $2.15; 21, $2.20; 22, $2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.
Bowls, Chopping—11-inch, 30c each; 15-inch, $1.35; 17-inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, 80c; 1, 60c; 2, 3, 40c. 2-oz. packages, 15c each.

WRINGERS, CLOTHES—Anchor Brand—Iron Frame—Bicycle, 740, $8.25 each; Domestic, 110, $7.50; Guarantee, 750, $9.00; Pioneer, 22, $6.50; Superb, 2, $4.50.

Wood Frame—Bicycle, 770, $8.25 each; 770B, $14.00; 771, $8.70; Brighton, 110, $7.00; Domestic, 670, $7.75; Guarantee, 790D, $9.00; Universal, 860E, $9.50.

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RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee

27	1.10
29	1.50
352	.80
354	1.10

Boilers, Wash Copper Bottom

IC, 8	2.75
IC, 9	3.00
IX, 8	3.00
IX, 9	3.25
IXX, 8	4.25
IXX, 9	5.00

Copper Rim

IX, 8	4.00
IX, 9	4.25

Bowls, Wash

06½	.15
08	.25
6½	.30
8	.40

Buckets, Covered

11	.15
12	.25
14	.35

Buckets, Dinner

1	.75
2	.85
3	.90
30	.75
40	.85

Cans, Milk

1	.35
3	.55
4	.70
01	.30
03	.55
04	.70
102	4.00
103	4.50
1020	5.25
1040	7.00

Cans, Oil

30	.35
31	.45

Colanders

10	.25
11	.35
104	.40
306	.55

Cookers, Steam

42	3.25
45	4.00

Covers, Pot

6-9	.10
10-11	.15
13	.25
15	.35

Cups

211, 212	.10
09, 010	.15
9, 10, 214	.20

Dippers

2	.15
4, 01	.20
02, 31, 32	.25
33, 34	.30
48	.50

Fillers, Fruit Jar

48	.45

Forks

203	.60
206	.75
419	.10
425	.15
1197	.20
1198	.35

Funnels

10, 15	.10
20, 25	.15
30	.20
35	.25
235	1.25
335	1.50

Graters

02	.10
020, 100	.20
030, 150	.25

Kettles, Lipped Preserving

160	.35
200	.45
240	.60
280	.75

Ladles

010	.20
11	.25

Measures

68	.20
88	.25
85	.45
86	.65
122	.20
124	.25
126	.50

Moulds, All Kinds

3, Melon	1.65
2, Melon	1.35
4, Melon	1.75

Pails, Dairy

IC, 6-qt.	.25
IC, 10-qt.	.35
IX, 10-qt.	.60
IX, 14-qt.	.70
IXX, 10-qt.	.70
IXX, 14-qt.	.85
IXXX, 12-qt.	1.00
IXXX, 16-qt.	1.85
IXXXX, 18-qt.	2.25
IXXXX, 20-qt.	2.50

Pails, Fruit Picking

14-qt.	.65

Pails, Peddlers

Small	.45
Large	.55

Pails, Strainer

IX, 10 qt.	1.10
IX, 12 qt.	1.15
IXX, 12 qt.	1.25
IXX, 14 qt.	1.35
Gem, 12 qt.	1.50
Gem, 14 qt.	1.65

Pans, Bread

01, 110, 30	.20
140, 200	.30
300	.35

Pans, Corn Cake

06	.25
08	.35
012	.50

Pans, Cake Perfection

Round, 9¼-in.	.15
Round, 10¼-in.	.20
Square, 8½-in.	.20
Square, 9-in.	.30
Mt., 9½-in.	.20
Tube, Rd., 9½.	.25
Tube, Sq., 9-in.	.45

Pans, Dish

10	.70
14	.85
21	1.25

Pans, Milk IC, Plain

200	.10
200½	.10

IC, Ret.

301, 302	.20
304	.35
306	.40
308	.45
3100	.55

Pans, Muffin

6	.25
8	.30
12	.40

Pans, Patty

All Nos.	.10

Pans, Pie

6, Shallow	.10
9	.15
Deep	.15

Pans, Pudding IC, Plain

015 to 018	.15
019, 020	.20
021, 022	.25

IC, Ret.

16	.25
18	.35
20	.40
22	.50

Pans, Rinsing IC, Plain

8	.40
14	.50
17	.60

IC, Ret.

8	.50
14	.70
17	.90

Pans, Lipped Sauce

016	.35
020	.45
022	.50
028	.75
030	.85

Pots, Coffee

1	.25
2	.35
4	.50

Pots, Tea

241	.25
241½	.30
242	.35

Raisers, Bread

4	2.00
117	2.50

Scoops

2	.35
4	.50
12	.15
14	.20
20	.50
40	.75

Sieves, Flour

2, 316	.25
318	.30

Sifters, Flour

0	.25
1	.45
10	.70
Acme	.35
Nesco	.35
Shaker	.50

Skimmers

10	.20
45	.10

Spoons, Basting

110	.10
114	.15
312	.20
316	.30

Spoons, Mixing

15	.20
25	.15

Steamers

70	.65
90	.85

Steepers, Tea

12	.25

Strainers Gravy

2, 3	.15
020	.20

Jelly

120	.25
160	.30

Milk

10	.30
121	.40
122	.45

Milk Can

011	.35
33	.50
55	.75
60	1.85

Soup

20	.40

Turners, Cake

1, 2, 71	.10
6, 13	.15

WRINGERS—Mop—Eagle, No. 14, $4.25 each; 22, $5.00 White, No. 3, $4.25; 1, $5.00; 0, $7.00; 8 Steel, $5.00. Vanco, 88, $4.75; 89, $6.25.

WRENCHES—

	Agr.	Coes.	Bergman Barcalo Crescent.	Stillson Trimo.	P. S. W. Stronghold
6-inch	.60	.85	.75	1.40	.80
8-inch	.75	1.00	.90	1.60	1.10
10-inch	.80	1.25	1.10	1.75	1.25
12-inch	1.10	1.65	1.65	....	1.85
15-inch	1.35	2.15	2.50	2.40	2.50
18-inch	....	2.75	3.60	3.50	2.75
21-inch	....	3.50	....	5.00	3.25

ZINC—Full sheets, 25c lb.; less than sheets, 30c lb

YES; HOW DO YOU?

An American in London was bragging about his auto. He ended his eulogy by declaring:

"It runs so smoothly you can't feel it, so quietly that you can't hear it, it has such perfect ignition you can't smell it, and as for speed—boy, you can't see it!"

"But my word, old dear," interrupted the Briton anxiously, "how do you know the bally thing is there?"

Thomas Fogarty, former postmaster of Marysville, has purchased an interest in the hardware firm of Booth & Herboth of Marysville. Frank Booth and Joe Herboth will devote their attention to the plumbing, tinning and sheet metal department. Ben Herboth will take charge of the hardware department, and Mr. Fogarty will have charge of the office and financial end of the business. For many years he was connected with the old firm of White, Cooley & Cutts and the Gates Hardware Co.

LE MONTREE LINES REPRESENTED

The Le Montree Mfg. Co. of Cincinnati, Ohio, announces that their line of woodenware including garment hangers will be handled in the West by the H. D. Tyler & Co., with offices at San Francisco, Los Angeles, Denver, Seattle and Portland.

Rodman Hardware Co. at 253 North Pacific Boulevard, Huntington Park, Los Angeles, report a very satisfactory season's trade and a very good outlook.

The American Hardware Company who do a large wholesale and retail business at Long Beach, Cal., have been increasing their lines and adding to their stock. They are handling everything pertaining to hardware, sporting goods, housefurnishings, electrical appliances, auto equipment, etc.

Stockton Hardware & Implement Co. of Stockton, have purchased the hardware department of Beckman, Welch & Thompson at Lodi. This gives the Stockton Hardware & Implement Co. four branches in San Joaquin County. They have branches at Escalon, Tracy and Manteca.

The Howard Mfg. Co. of Seattle recently announced to the trade that their sales representatives in San Francisco, selling their washboard and woodenware line will henceforth be H. D. Tyler & Co., represented by Earl Jones. The Tyler organization has previously handled the Howard line in other western territories.

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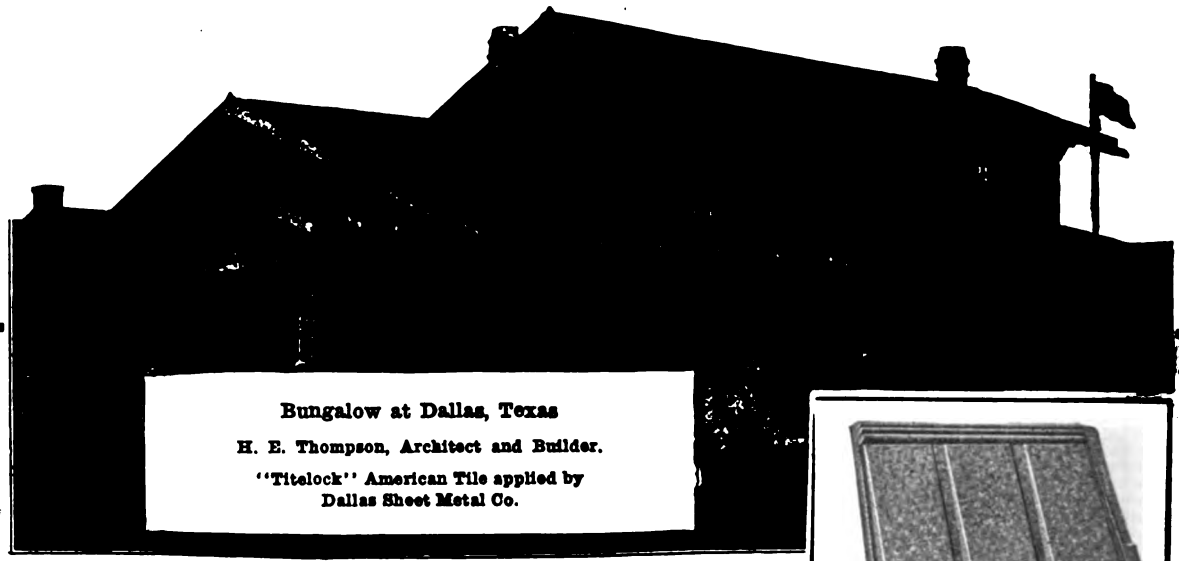
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Bungalow at Dallas, Texas
H. E. Thompson, Architect and Builder.
"Titelock" American Tile applied by
Dallas Sheet Metal Co.

Showing Individual "Titelock" Metal Tile Size 10x 14"

Showing a Close Up View of "Titelock" American Metal Tile

We Want a Dealer In Every Town

To handle this fireproof, weather and lightning-proof Metal Tile

"Titelock" AMERICAN Metal Tiles

Will Make Money for You

We'll Help Sell Them and Help Lay Them

Dealers and Contractors will be given our hearty co-operation and assistance in every way. We'll furnish cuts for advertising in your local paper. We'll furnish circulars and descriptive matter to hand out to your customers.

DETAIL DRAWING

will be furnished, covering every angle or curve of a roof and any carpenter or tinner will find his problems of laying solved in advance — so he can't go wrong.

There's good money for you in "TITELOCK" Metal Shingles and Tile. They are stamped from "Coppered" Terne Plate, dipped in highest quality mineral paint or galvanized after formed, and will last a lifetime.

WRITE FOR PARTICULARS TODAY

MILWAUKEE CORRUGATING CO.

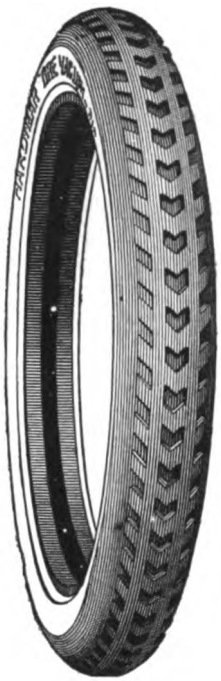
MILWAUKEE, WIS.

Branch Office and Factory at Kansas City, Mo.
Minneapolis Sales Office Lumber Exchange.

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Some Statistics on

HARDWEAR TIRES



(1) Over 3000 customers—all hardware dealers.
(2) 1% adjustments in 1921.
(3) Less than 10% total overhead and selling expense.
(4) 20% lower consumers' price than average.
(5) 10% more margin for the dealer, meaning
(6) 30% lower dealers' prices than average.
(7) Over 5000 shipments made subject to return if unsatisfactory.
(8) 5 of these shipments returned.
(9) Cords only above sixe 31 x 4 — guaranteed 8000 miles.
(10) Fabrics only in 30 x 3 and 31 x 4 — guaranteed 6000 miles.
(11) Both Cord and Fabric in 30 x 3½ and 31 x 4 — cord 8000, fabric 6000.
(12) All sizes air-bag expansion process cured.
(13) All sizes Vacuum Bar Non-Skid tread.
(14) Money back on any goods returned unused within ten days of receipt if unsatisfactory for any reason.
(15) Freight prepaid on six tires or more.
(16) No salesmen. One branch (Chicago).
(17) No accounts. 2% discount for cash with order, otherwise C. O. D.
(18) Sample order for ½ dozen tires sent to any well-rated dealer on ten days' approval. We refund transportation if not accepted.

HARDWEAR TIRE CORPORATION

Hardwear Tires are Made Exclusively for the Retail Hardware Trade

Chicago Branch:
1509 So. Michigan Ave.

Factory and Offices:
East Rutherford, New Jersey

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To the Trade:

This illustration represents the greatest forward step in the recent history of the firearms and ammunition business.

The new Remington Game Loads. Nine loads in 12 gauge—five loads in 16 gauge—six loads in 20 gauge.

Covering every sportsman's every need in game shooting and at the traps.

The jobber's salesmen are prepared to tell you the *Big Story* of this new Remington achievement. Ask them!

Remington cutlery, firearms and ammunition are sold through the jobbing trade

REMINGTON UMC

Remington Arms Company, Inc.

Established in 1816

Cunard Building 25 Broadway New York City

Remington

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Hardware World

PLUMBING AND HEATING

AUGUST 1922

GIFT
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CALIFORNIA

This Window Card is Your Silent Salesman

(Printed in Colors—Length 30 inches)

Window Cards, Movie Slides, Electros and Circulars Furnished Upon Request

"BIG-BANG" has all the Glamour, the Flash and the Boom that appeals so strongly to the heart of the boy with the absolute safety demanded by the most exacting parent.

"BIG-BANG" is a Safe and Sane Substitute for the dangerous "powder-noise-maker." Noisy as a Real Gun but safe as a Pop-Gun.

"Do your Bit." Make noise Safe for the Boys by selling this Safe and Sane "noise-maker"—thus protecting the Child from accident and relieving the Parents from worry.

"Desire" usually means a sale. Every "BIG-BANG" cannon sold from your store creates a desire in the heart of every boy that sees it.

Retail Prices, $1.25 to $5.00. Five Models

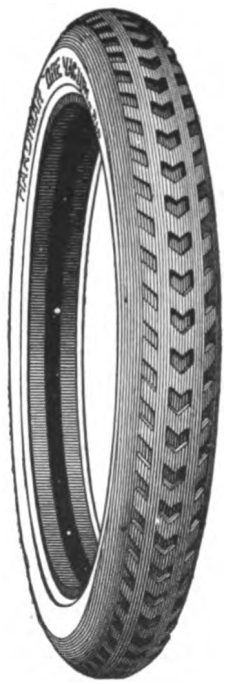
WRITE US FOR FURTHER INFORMATION

TOY CANNON WORKS - Bethlehem, Pa., U. S. A.

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3065 Hardware Merchants Have Bought

HARDWEAR TIRES



90% of those whose first orders were received 6 months ago have re-ordered.

We receive each month about 150 **first** trial orders from new customers and nine out of ten of these re-order after testing the tires.

Every **HARDWEAR TIRE** ever shipped went out on the condition that it must be satisfactory to the buyer, or should be returned at our expense.

We think there is no line which a Hardware Merchant can add to his stock which so perfectly combines the opportunity for large volume of sales, quick and frequent turnover, and reasonably high margin of profit.

We know from our own and our dealers' experience just how this can be done and will be glad to receive inquiries about it.

May we send our new reduced price list and pamphlet—"THE DEALERS' OPINION"? It tells our story and contains testimony from nearly 150 merchants.

HARDWEAR TIRE CORPORATION

Hardwear Tires are Made Exclusively for the Retail Hardware Trade

Chicago Branch:
1509 So. Michigan Ave.

Factory and Offices:
East Rutherford, New Jersey

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Build Business with WHITLOCK Clothes Lines



THE best goods sell more easily and rapidly if well displayed. Knowing this, progressive dealers everywhere are now increasing not only their clothes line trade, but also their entire sales of wash-day articles, by featuring the new Whitlock Manila Clothes Lines.

Ten of these lines, connected to allow sales in multiples of 50 feet, are packed in a colorful display box shown below.

WHITLOCK is the last word in clothes line perfection. Here are a few reasons why sensible housewives prefer Whitlock lines:

Last much longer and therefore cost less.
Guaranteed to give satisfactory service even if left outdoors continuously.
Dirt will not penetrate the fibres.
Easy to handle and run smoothly over pulleys.
Can be wiped perfectly clean with a damp cloth.

EVERY dealer carrying Whitlock Clothes Lines is aided by window display help and descriptive advertising for his trade. You should be one of these dealers who are making more money with Whitlock.



Write for the Whitlock Clothes Line Prospectus and ask the name of our distributor in your territory.

WHITLOCK CORDAGE COMPANY
46 South Street, New York

Factory and Warehouses
Jersey City, N. J.

Branches
Chicago, Boston, Kansas City and Houston

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Display Remington Pocket Knives

to bring customers into your store. Cash sales and real profits are the result. All Remington Pocket Knives attract new customers and clinch old the year round. Some are now in special demand. Feature the right knife at the right time—right now!

There's a self-selling Remington Pocket Knife for every purpose, every pocket, every pocketbook. Sell each customer a knife for each occasion!

CHECK
These **Seasonable** Knives



R 3093

For the THRESHER — Harvest time is time for Remington Pocket Knives with easily re-sharpened Punch Blades for repairing harness, belting, etc., and punching perfectly round holes in leather and rubber. The Sheepfoot blade is especially designed for cutting belting, etc.



R 3

For the SCHOOLBOY—School's start-off won't be so unwelcome to the boy who boasts a one or two blade Remington Jack Knife or a two blade Jack with chain.



R 3363

TRAPPERS who know, prefer Remington Pocket Knives with two very strong, heavy blades—one for cutting the bait, pointing the stakes and making the blind set—the other they keep *sharp* for skinning. They also want Punch Blades for cleaning tobacco pipes and cleaning around the pan and trigger of the game trap.



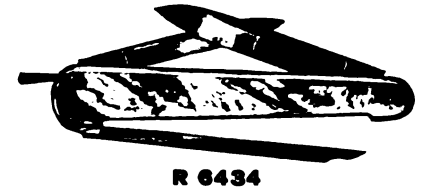
R 3063

FARMERS and STOCKMEN are insisting in ever increasing numbers on having a Remington Premium Stock Knife or Junior Stock Knife. The fall demand comes with the *fall crop* of pigs, colts, lambs and calves.



R 698

For FALL PRUNING—Remington Pruning Knives are in demand in the fall, wherever there are young orchards, vineyards, shrubbery, etc. Also demanded as *Linesmen's Knives* and for cutting oil cloth, linoleum and rubbber.



R 6434

XMAS SHOPPERS—Remington Pen Knives—fitted with two, three and four blades in Pearl, Stag, Horn, Gold, and Py-rem'-ite handles—appeal irresistilby to Christmas Shoppers. Let each woman customer know HE expects one this Christmas.

LOOK for the full page advertisement of Remington Pocket Cutlery in the September 2nd "Saturday Evening Post"! Your townsfolk will read it—and want Remington Knives. Don't disappoint them.

Remington

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Building Time Is Tool Time

WITH the increase in building and building repairs comes increased tool sales.

Carpenters, bricklayers, plasterers, plumbers—workers in almost every one of the trades—are buying tools.

And besides this army of tool users, home owners are making many repairs around the house — repairs that require tools.

Are you getting your share of this business? Are your stocks well assorted and in shape to take care of this demand? Are you making the most of your opportunity by making a determined effort to get tool business ***now?***

Disston Saws, Tools and Files, because of their unusual popularity and reputation—and the demand that exists for them—will help you in your efforts to get more of this business. Disston Window Trims, small advertising folders, to send out with your mail and packages; lantern slides, electros, etc., are yours without charge if you can use them. *Write to us today.*

Henry Disston & Sons, Inc.

Philadelphia, U. S. A.

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Hardware World

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Volume XVII AUGUST :: 1922 Number 8

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Boatmen's Bank Building Broadway and Olive, St. Louis, Mo. | 502 Higgins Bldg. Los Angeles | 105 S. Houston St. Dallas, Texas | 220 Pacific Bldg. Vancouver, B. C., Can.

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"Old English Gray Ware"

The Fastest Selling Dish Pans on the Market

WHY?



DEEPER SHAPE THAN OTHER LINES: HEAVY GAUGE STEEL: STRONG FORMED HANDLES: BEAUTIFULLY ENAMELED: DURABLE: FULL CAPACITY.

Size for size Old English Gray Ware and Republic White Ware dish pans are deeper and of greater capacity than the dish pans made by other manufacturers. Each one is rated according to its actual capacity—full 32 ounces to the quart. This is protection to you in your advertising.

Order a case of our dish pans from your jobber and place on sale alongside your present line, in a prominent part of your store, and watch the result.

The faster you turn your enamelware stock the greater net profit you make. Old English Gray Ware and Republic White Ware will definitely help you to increase your turnover.

During the last 5 to 6 years Republic enamelware has been undergoing improvements in quality steadily and today stands second to none on the American Market.

Get in touch with your jobber or our sales offices.

The Republic Stamping & Enameling Co.

CANTON, OHIO

109 New Montgomery St.
San Francisco, Cal.

3103 L. C. Smith Bldg.
Seattle, Wash.

201 Douglas Bldg.
Los Angeles, Cal.

302 Board of Trade Bldg.
New Orleans, La.

"Republic White Ware"

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NOW IS THE TIME!

TO

INTRODUCE YOUR CUSTOMERS TO THE COLD PACK METHOD
THE MOST EFFICIENT, ECONOMICAL WAY
OF PRESERVING AND CANNING

The "Model" Preserver

SEAMLESS

ENAMELED UNDER INTENSE HEAT

EXTRA DEEP TO COVER CONTENTS

SANITARY LASTING SATISFACTORY

MORE THAN A CANNER



HOLDS SEVEN JARS

RACK PERMITS PLACING OR REMOVING ALL SEVEN JARS IN ONE OPERATION

A HOUSEHOLD CONVENIENCE OF MANY USES

ANOTHER OF THE "MODEL" FAMILY

ALL TRIED, TESTED AND TRUE

MADE IN THE FAMOUS "STERLING" GRAY OR "MODEL" BLUE ENAMEL

THE CENTRAL STAMPING COMPANY N.Y.

If you do not carry this line let us quote you or consult with one of our representatives

CALIFORNIA
P. F. ROSS
Rialto Bldg., Room 234,
New Montgomery and
Mission Sts.,
San Francisco, Cal.

NORTHWEST
FRED A. LEE
1620 Thirteenth Avenue,
Seattle, Wash.

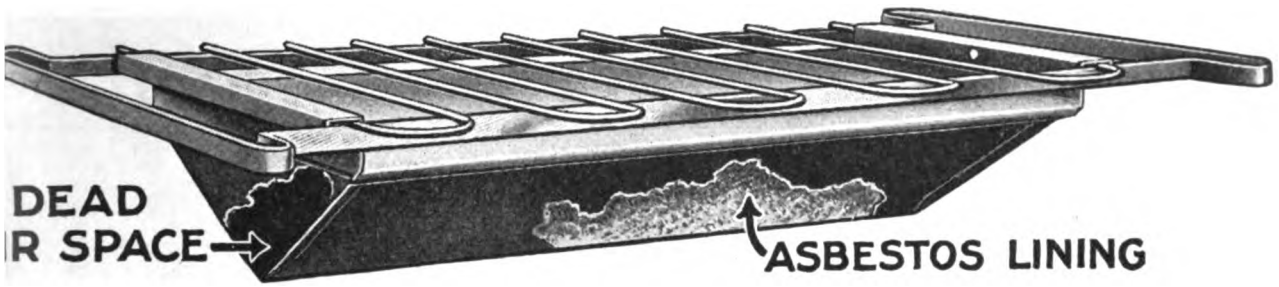
MIDDLE WEST
J. W. HOLMES
P. O. Box 875,
St. Louis, Mo.

SOUTHWEST
HARRY A. DAVIS
1310 Chenevert St., Houston, Texas

THE CENTRAL STAMPING COMPANY

206-208 Broadway, New York City, N. Y.

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Food will not burn on bottom

Show your customers this new heat distributor that is an exclusive feature of every Florence Oven. It prevents food from burning on the bottom. With it every housewife can put biscuits, pies, muffins, bread or the hardest things to bake on the lower grate and brown them perfectly—top, bottom, and sides.

Heat can not strike through the new Florence Heat Distributor and attack the bottom of the food container. The heat distributor is lined with asbestos. The ends are closed, forming a dead air box which makes an excellent heat insulator. Thus double insulation protects the cooking pan against the intense radiant heat.

The Florence heat distributor is sanitary and rust-proof. The bottom and ends are porcelain enameled and the top is zinc coated. It is easily removed and can be cleaned perfectly by wiping with a damp cloth.

Florence Portable Ovens are made of the finest American blue copper steel. It is rust-resisting and is not only lasting but also easy to keep clean.

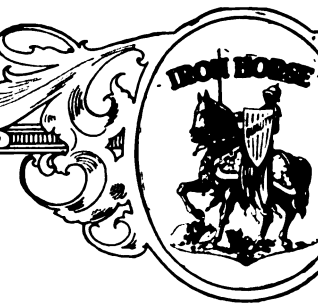


CENTRAL OIL & GAS STOVE COMPANY
461 School St., Gardner, Mass.

Makers also of Florence Tank Water Heaters and Florence Oil Heaters

FLORENCE
PORTABLE OVENS

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Are You Equipped to Take Care of the Vacationists' Requirements?

MOST every real fellow enjoys fishing, and a minnow pail is one of his most prized possessions. Show him one of these *Iron Horse Minnow Pails*, and get his opinion on it.

Yes, we make both floating and non-floating—10 and 12 quart.

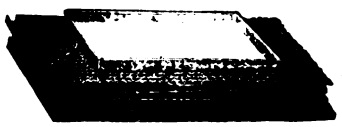
Write for descriptive matter



And Look at this Sturdy and Compact Stove



Can you imagine anyone interested at all in out-of-door life passing by a display of them in your store window? Hardly.



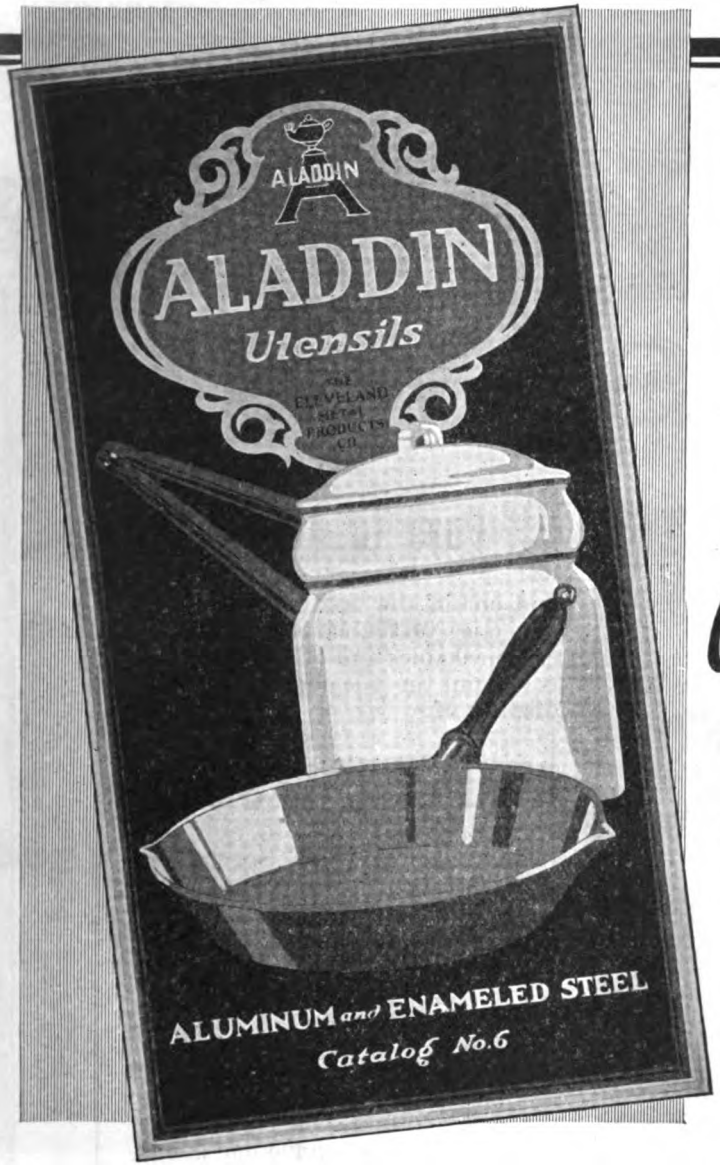
Compact, isn't it?

Send for illustrated circular matter on them

ROCHESTER CAN COMPANY

ROCHESTER, N. Y.

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Have you this new ALADDIN CATALOG?

THE Aladdin line offers you a complete assortment of high quality utensils in both Aluminum and Enameled Steel. Continuous advertising emphasizes the distinctive big-value features of Aladdin Utensils and tells women to "look for the big red Aladdin label on Enameled Steel and the Aladdin quality mark on Aluminum."

Tie your store to the big red Aladdin label. A liberal supply of selling helps makes it easier to build up a thriving and permanent Aladdin business. Conveniently located branches and warehouses insure prompt and efficient service. Get our proposition *now*.

THE CLEVELAND METAL PRODUCTS COMPANY
Also Makers of NEW PERFECTION Oil Cook Stoves and PERFECTION Oil Heaters
7426 Platt Avenue *Branches in Principal Cities* Cleveland, Ohio

Write now for this new Aladdin catalog which pictures and describes the complete line of Aluminum and Enameled Steel Utensils.

ALADDIN *Utensils*

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ATKINS
SILVER STEEL SAWS



"It Pays to Advertise"

and one of the best ways you can advertise to the carpenters, farmers, mechanics and other saw users, is to put in a complete window display of

ATKINS Silver Steel SAWS

Saw Tools and Saw Specialties. We will furnish window display material in a wonderful array of sizes and colors, free of charge if you will furnish the window.

This is a good time to cash in on our advertising investment. Saw users have been reading about Atkins Saws and other products for years and if you show these prospects that you have our goods for sale, it means a quick turnover for you.

Ask for Atkins advertising and selling helps, also our book "How to Sell a Saw" and "Pointers," free.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster N.Y.

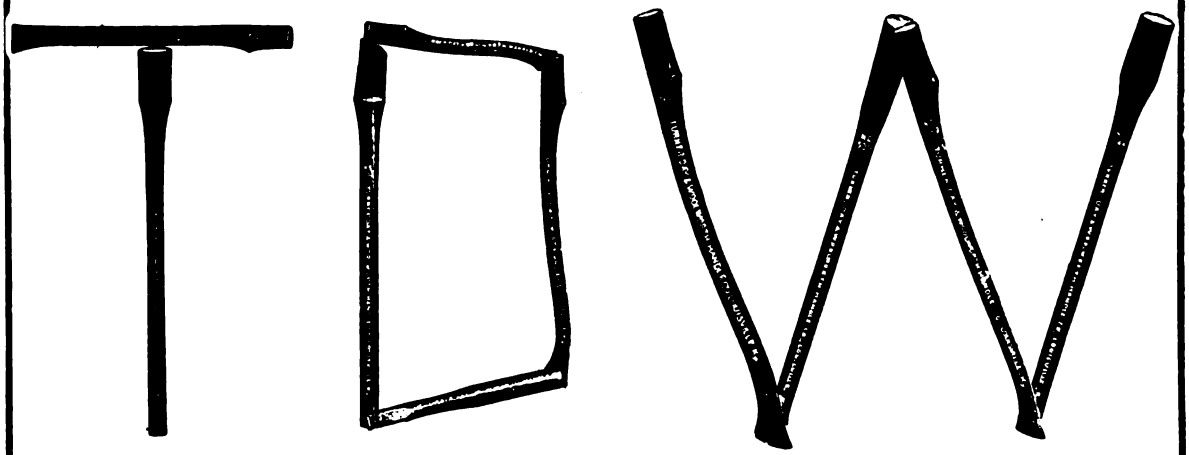
Branches Carrying Complete Stocks in The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

Digitized by Google

Look for T.D&W. on the head





True Dependable & Warranted

Since 1855

TURNER, DAY & WOOLWORTH HANDLE CO.

LOUISVILLE, KENTUCKY

MANUFACTURING POINTS

LOUISVILLE, KY.
BOWLING GREEN, KY.

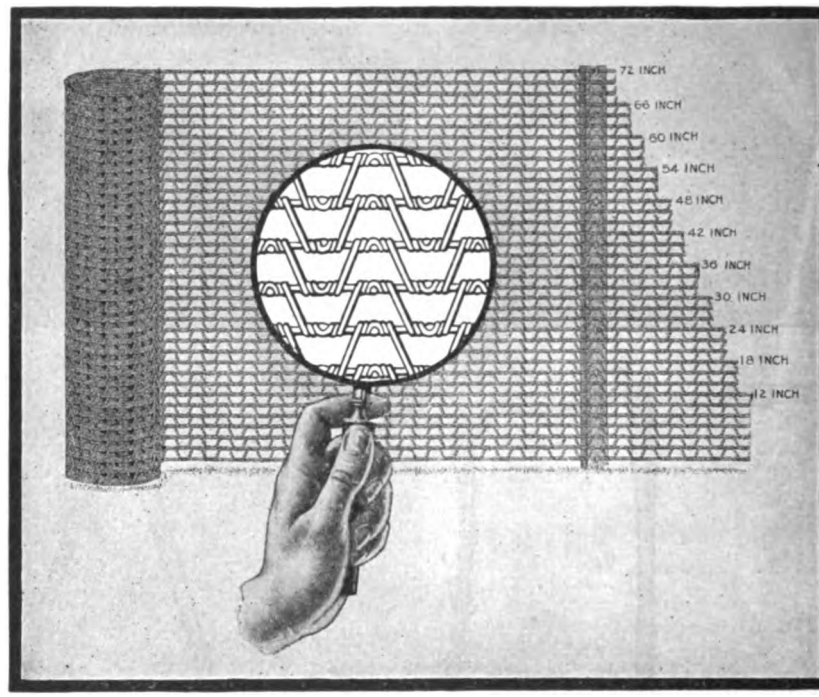
MEMPHIS, TENN.
NASHVILLE, TENN.

CAIRO, ILLINOIS
BEAUMONT, TEXAS

"We Handle the World"

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U. S. Poultry Netting



Capitalize Our Manufacturing Success Into Your Dealer's Profit

U. S. Poultry Netting fills that long felt want and need in wire netting. Fence-like in construction principle, it cannot bag or sag; requires neither baseboard nor top rail; requires fewer posts and will not narrow when tightly stretched.

U. S. Poultry Netting is not a WOVEN but an INTERWOVEN FENCE. Note carefully the type of twist (a double reinforced joint at each point of intersection, which makes it very stiff and rigid.) Through this style of manufacture there is no possibility of long or short wires, irregular size or shape meshes.

Highly practical for tennis court enclosures, tree guards, trellises, flower bed guards, screen work in motion picture industry, partition screens in factory stock rooms. Especially valuable as protection against rabbits and extensively used in stucco reinforcing.

U. S. Netting is handled by representative Jobbers throughout the country, and is carried in stock on the Pacific Coast as follows:

MARSHALL-WELLS COMPANY, Portland, Seattle and Spokane
MARSHALL-WELLS COMPANY, care De Pue Warehouse Company, San Francisco
MARSHALL-WELLS COMPANY, care Los Angeles Warehouse Company, Los Angeles
WESTERN METAL & SUPPLY CO., San Diego, Cal.
PRATT-GILBERT CO., Phoenix, Arizona

MANUFACTURED EXCLUSIVELY BY

Indiana Steel & Wire Co., Muncie, Ind.

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A Monument to an Ideal

SIGHTSEERS in the city of Washington are usually directed to a simple monument of stone rising out of the ground some five hundred and fifty feet. It is grandly unpretentious, merely a gigantic shaft, yet its simple outlines express more clearly than volumes the regard of a great people for the ideals of a great man. It expresses the strength of unswerving loyalty to righteous faith.

❦ ❦ ❦

SINCE the birth of EMPIRE LEVELS, a little over four years ago, we have attempted to adhere to a strict program of quality manufacturing as clearly defined as the outlines of the great Washington monument. It has been no easy task, especially during the tempestuous years just past. The temptations to cut quality have been great and the deviations we might have affected seemed of small importance. But slowly and surely our ideal has been shaping itself. Ever increasing numbers of Hardware men are helping us to raise the monument of dependable Level accuracy higher and higher into the air. Many are kind enough to tell us that the Empire Level is the finest tool of its kind in the land. When that opinion is *universally* accorded then we shall have realized our ideal.

EMPIRE LEVEL MFG. CO.
MILWAUKEE, WIS.
MANUFACTURERS OF A COMPLETE LINE OF QUALITY LEVELS

Digitized by Google

This Year, there are Two Reasons for a Real Shotshell Business

1st—*The mild winter and fine spring mean more game—a big shooting season.*

2d—*The introduction of the new Remington Game Loads that show the way to real profits on every dealer's shotshell business.*



✿✿✿

Here they are!

24 Remington Game Loads

Heavy Duck Load *Also for Brant* *In 12 and 20 Gauge*	**Rabbit Load** *Also for Squirrel* *In 12, 16 and 20 Gauge*
Quail Load *Also for Doves Woodcock and Plover* *In 12, 16 and 20 Gauge*	**Brant Load** *Also for Large Ducks* *In 12 Gauge*
Grouse Load *Also for Partridge, Prairie Chicken, Pheasant and Doves* *In 12, 16 and 20 Gauge*	**Goose Load** *Also for Fox, Turkey and Raccoon* *In 12 Gauge*
Dove Load *Also for Rail, Quail, Plover, Rabbit* *In 12 Gauge*	**Squirrel Load** *Also for Rabbit* *In 12, 16 and 20 Gauge*
Snipe Load *Also for Rail, Plover and Woodcock* *In 12, 16 and 20 Gauge*	**Duck Load** *Also for Pheasant* *In 12, 16 and 20 Gauge*
TRAP LOAD *In 12 Gauge*	

The New Remington Game Loads

✿✿✿ **24 Special Loads, divided among 12, 16 and 20 gauge—practically designed and scientifically made for best results in shotgun shooting.**

PROFITS—How and Why

A SMALLER AND BETTER SELECTED STOCK—the 24 Special Loads cover all the game common to this country. You may need only eight or ten different loads to cover all the game in your section. It makes your buying simpler and helps you to avoid stocking odd loads that seldom move.

A QUICK SELLING STOCK—It's the easiest thing in the world for the hunter to ask for a load for the game that he is going after. No fussing about the different combinations of powder and shot. If he is going after quail, give him a Remington Quail Load.

SATISFIED CUSTOMERS—It only takes a second to hand him the Quail Load. He sees the picture of the game on the box and is satisfied that he has the correct load. And there is the name Remington, too, that every shooter knows.

EASY IDENTIFICATION—Thousands of licensed shooters of foreign birth, unable to read English and not knowing what loads to use, will recognize the pictures of the game on the front label.

ATTRACTIVE DISPLAYS THAT SELL—The handsome colored picture of the game on each box makes an attractive display for your window and helps to liven up your shelves.

SUMMED UP—It makes for a quick turnover and greater profits on a small, well selected stock of shotshells that will be popular with your customers.

"NITRO CLUB" Wetproof Shells—Chilled or Soft Shot

All Remington Game Loads come in the famous "Nitro Club" Wetproof shell. The Wetproof process means a dry shell that is sealed against wet throughout—body, crimp, topwad and all. Either chilled or soft shot may be specified.

ADVERTISING SALES CAMPAIGN

Watch the Saturday Evening Post, the Outdoor magazines and the Farm papers for advertising on the Remington Game Loads.

Ask Your Jobber's Salesman

Remington

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A point in common among equipment users — K & J Equipment



All "K & J" Brands of Contractors' Equipment are familiar commercial terms all over the buying world—"K & J" "Columbus," "Pan American," "Boss," "Victor," are names that stand for the highest quality to men having to do with the earth-moving or construction industry whatever language they speak.

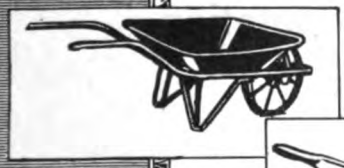
Think what a world-wide responsibility for high quality means in terms of manufacturing standards, proper packing for convenience and economy to the buyer, low cost routing and shipping, prompt shipping service. Think what this reputation and broad experience means to you as a buyer of "K & J" Products.

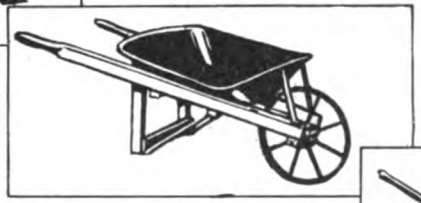
You are SAFE on resale profits and in manufacturer's service when you buy "K & J" Stock.

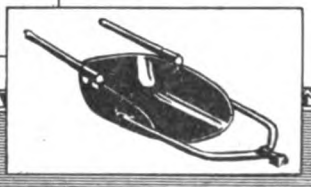
Note: All "K & J" Steel Wheelbarrow Trays are made from "K & J" Special Alloy Steel, Double Annealed, which is highly rust resisting. This special steel is designated as "K & J — Foilrust." Ask for Catalog 412.

The following distributors carry "K & J" Products in stock:

Schaw-Batcher Co.	Sacramento, Cal.
Thomson-Diggs Co.	Sacramento, Cal.
Seattle Hardware Co.	Seattle, Wash.
Whiton Hardware Co.	Seattle, Wash.
Polson Implement Co.	Seattle, Wash.
Hunt & Mottet Co.	Tacoma, Wash.
Honeyman Hardware Co.	Portland, Ore.
California Hardware Co.	Los Angeles, Cal.
Harper & Reynolds Co.	Los Angeles, Cal.







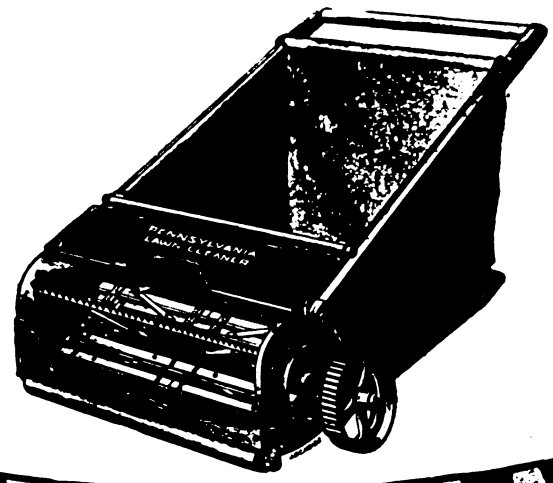
The Kilbourne & Jacobs Mfg. Co.
Columbus, Ohio, U. S. A.

NEW YORK OFFICE
120 Broadway

Connections in All Parts of the World

TRADE K&J THE SEAL OF SATISFACTION MARK

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PENNSYLVANIA

Quality

LAWN CLEANER and RAKE

A big time and labor saver for large lawns, cemeteries, public parks and golf courses.

Cleans up all cut grass, leaves, litter and trash in quicker time than four men with hand rakes could do it.

Here's a machine that will appeal instantly to your "big trade" and sells on sight—needs no explanation, backed by "Pennsylvania *Quality*" reputation.

Send for literature. Our Dealers' Helps Service is free on request

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA

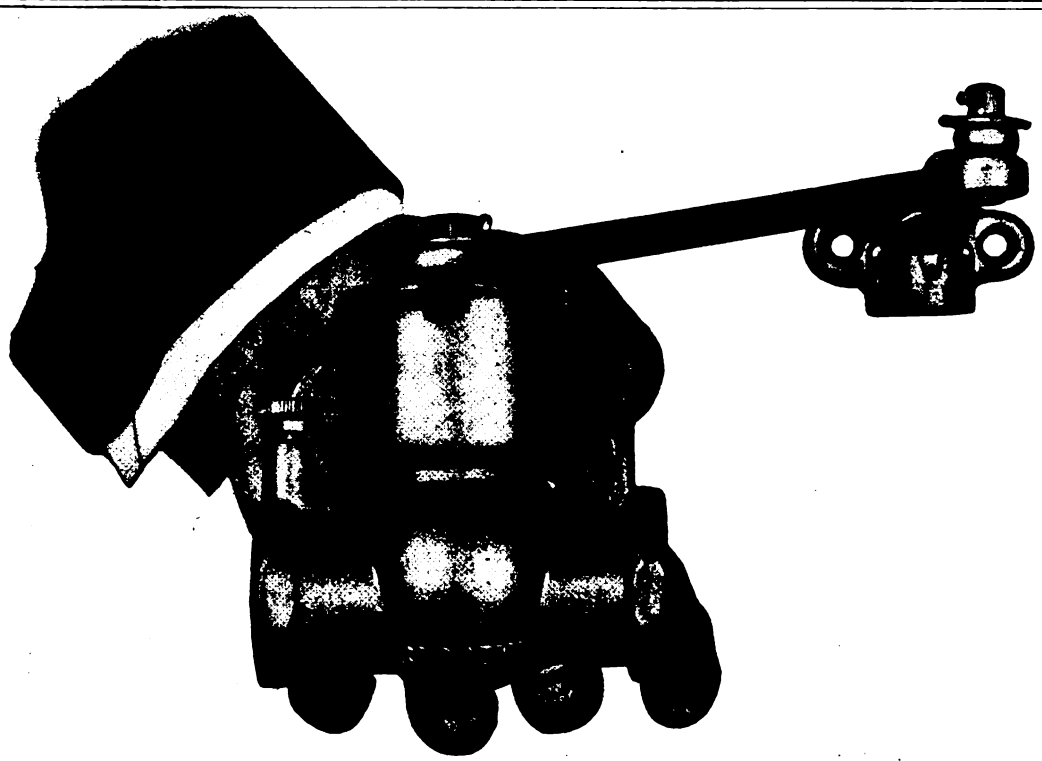
This trademark is on the handles of

PENNSYLVANIA STANDARD, high and low wheel.
PENNSYLVANIA JUNIOR, Ball Bearing, high and low wheel.
PENNSYLVANIA GOLF, Ball Bearing, high and low wheel.

PENNSYLVANIA PUTTING GREEN (Roller Type).
PENNSYLVANIA Horse and Pony.
PENNSYLVANIA TRIO CUTS, 84 inches for Horse or Tractor.
PENNSYLVANIA LAWN CLEANER and RAKE.
Continental High Wheel
Great American Ball Bearing
Red Cloud Ball Bearing

Orchid Ball Bearing
Belmont Ball Bearing
Delta Ball Bearing
Panama Plain Bearing
Belmont Plain Bearing
Electra Plain Bearing
Pennsylvania B. B. Trimmer
Pennsylvania Undercut B. B. Trimmer

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Here it is!

The new Sargent Liquid Door Closer No. 520.

Small and neat enough to rest comfortably in the palm of your hand. Strong enough to last and do good service for many years.

It fits on the outside of the screen door or between the screen and the inside door. Can be used on right or left hand doors without changing any of the parts. The connecting arm may be adjusted to suit different door frames. The regulating screw may be adjusted to regulate the speed of closing.

In short, a closer that can be used on any screen door in summer and any light inside or storm door in winter. Every house in your neighborhood has need for one or more of these new Sargent Closers.

Send for full particulars.

Sargent & Company

New York NEW HAVEN, CONN. Chicago

SARGENT

KS AND HARDWARE

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COLDWELL LAWN MOWERS

"MAKE BEAUTIFUL LAWNS"

Anticipating Your Needs For Next Season

Think what it means to handle a lawn mower which has given absolute satisfaction for more than fifty years.

Which has the endorsement of the supervisors of the finest parks, cemeteries and golf grounds in America.

Which is used in every civilized country in the world.

Which is made in Hand, Horse and Motor types in sizes and prices to meet every requirement.

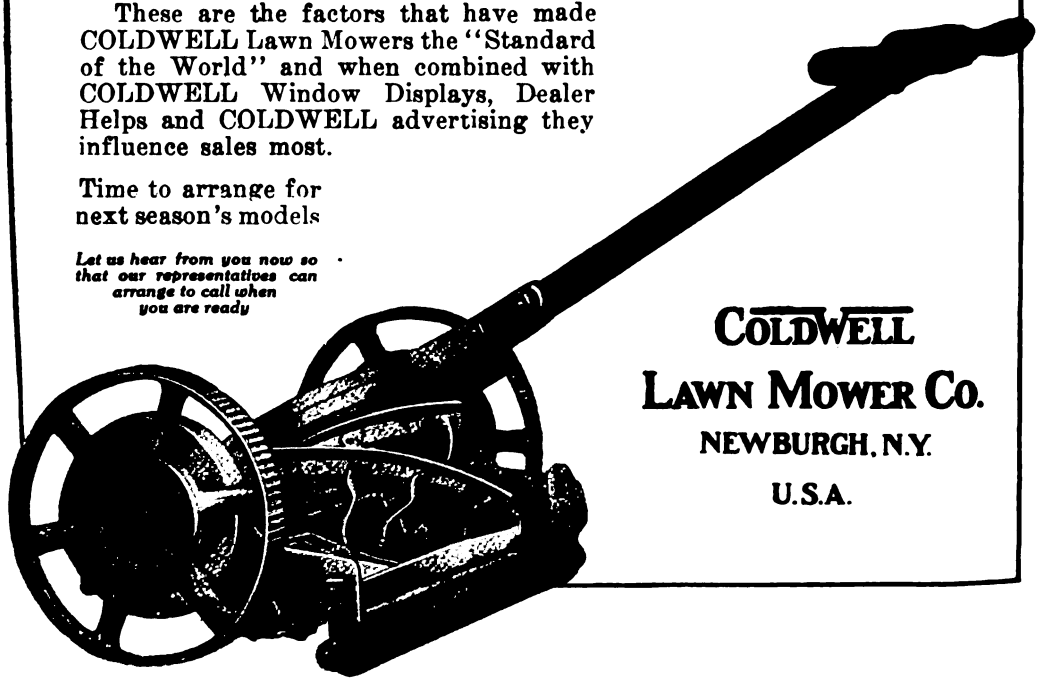
Which is made by a company who specializes in lawn mowers and who give painstaking care to every detail on every machine.

Which is tested so rigidly that not one lawn mower in a thousand ever goes wrong and there's redress without question or red tape when a COLDWELL doesn't "deliver."

These are the factors that have made COLDWELL Lawn Mowers the "Standard of the World" and when combined with COLDWELL Window Displays, Dealer Helps and COLDWELL advertising they influence sales most.

Time to arrange for next season's models

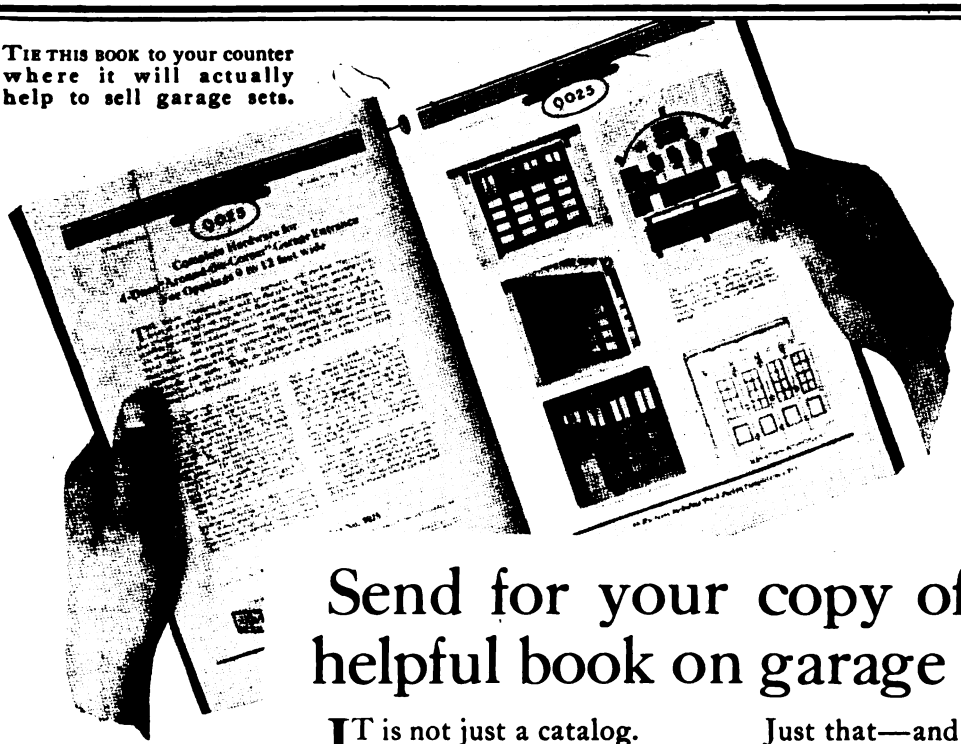
Let us hear from you now so that our representatives can arrange to call when you are ready



COLDWELL LAWN MOWER CO.
NEWBURGH, N.Y.
U.S.A.

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TIE THIS BOOK to your counter where it will actually help to sell garage sets.



Send for your copy of this helpful book on garage doors

IT is not just a catalog.

It's a book that shows pictures of various kinds of garage doors—sliding-folding, swinging and around-the-corner types. It also shows simple working drawings which illustrate perfectly how the different kinds of garage doors should be hung.

Tie this book to your counter so you can show it to the customer who wants garage door hardware. From it he can instantly pick out the kind of door he wants. Then all you have to do is hand him the box containing the McKinney Garage Door Hardware Set which goes with that kind of a door.

Just that—and the sale is completed.

You save time, energy and trouble if you handle these McKinney Garage Door Sets. And you please your customers, because you help them to get just the right kind of a door, because you save their time, because you do not bring them back again for some forgotten detail of hardware, and because of the high quality of the hardware which you give them in these sets.

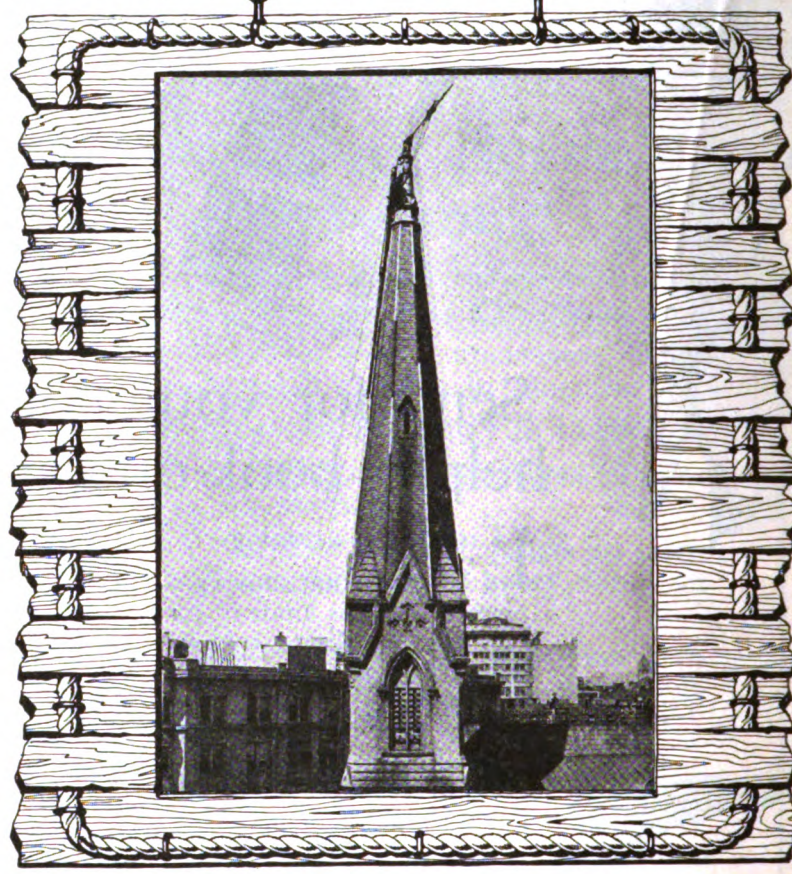
Send for this book and hang it within reach of your customers. It will sell garage sets for you.

McKINNEY
Hinges and Butts and Hardware
Also door hangers and track, door bolts and latches, shelf brackets, window and screen hardware, cabinet hardware, steel door mats and wrought specialties.

McKINNEY MANUFACTURING CO., Pittsburgh
Western Office, Wrigley Bldg., Chicago Export Representation
Pacific Coast Representative: JOHN T. ROWNTREE, Inc.
Los Angeles, San Francisco, Seattle, Salt Lake City, Denver

McKINNEY
Complete Garage Door Sets

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A Guide Post to Safety

War on Danger! Safety First campaigners see to it that safety signs and devices abound at cross-roads; in factories, etc.,—but what about painters, structural workers, sailors, and steeple-jacks whose daily work takes them hundreds of feet aloft? What constitutes *their* protection from disaster?

The answer is—the use of "Guaranteed Rope." All Columbian *Tape-Marked* Pure Manila Rope is tangibly guaranteed, and can be identified by the presence of the red, white, and blue *Tape-Marker* bearing the words "Guaranteed Rope, made by Columbian Rope Co., Auburn, N. Y."

Before going aloft, insist on seeing this *Tape-Marker* which indicates a quality product sponsored by the manufacturer. It is a guide-post to safety.

JOBBERS: It pays to handle Guaranteed Rope. Write to-day for price-list and *your* copy of the folder "How Columbian *Tape-Marked* Pure Manila Rope is Made."

BY INVITATION MEMBER OF

NEW YORK, U.S.A.

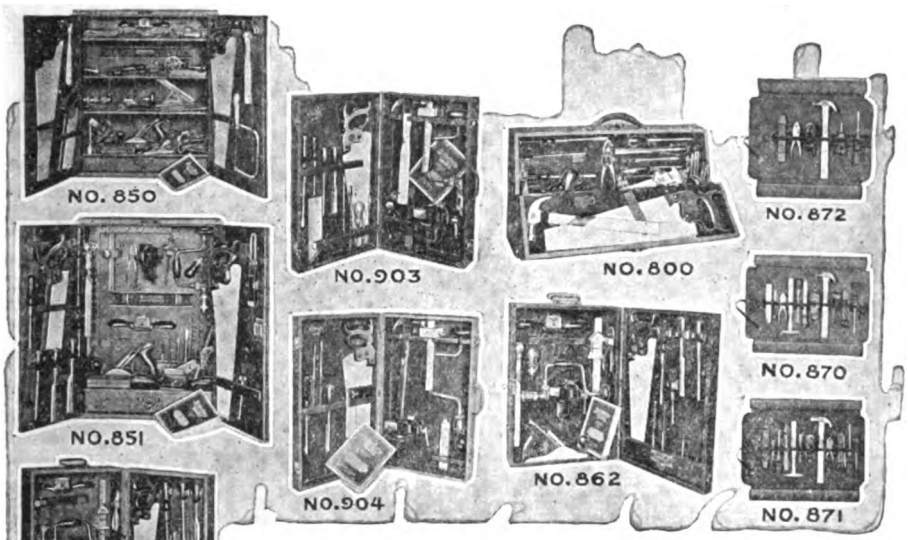
Columbian Rope Company

332-80 Genesee Street

Auburn, *"The Cordage City"* N. Y.

Branches: Boston New York Chicago Houston Baltimore

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STANLEY

Complete Line of

TOOL CHESTS

A wide range of practical carpenters' tools in sets, and in cabinets and boxes of various designs and woods, that will meet every possible desire.

List prices from $6.50 to $95.

The cabinets and boxes are very carefully made of thoroughly seasoned and selected wood, and oil finished.



Now is the logical time to select the stock you will need to meet the demands of fall repair work; winter home work; Xmas gifts, etc.

Send for "Catalog J-4," listing each cabinet or box, and the various practical carpenters' tools in each set.

THE STANLEY RULE & LEVEL PLANT

The Stanley Works,

NEW BRITAIN, CONN.

New York Chicago San Francisco Los Angeles Seattle

Manufacturers of Wrought Hardware and Carpenters' Tools

STANLEY

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"The Box With the Steady Cold Wave"



BALDWIN
Dry Air Refrigerators

Listen to This One!

From One of Our Customers

"In our store here we control various agencies for Erie, which are the best of their respective kind known in their various trades, but we want to say that our Refrigerator Agency, the "Baldwin" line, we probably look to with more pride than any other."

If you want an agency that makes little work, good profits and will grow, spend a cent for our catalog.

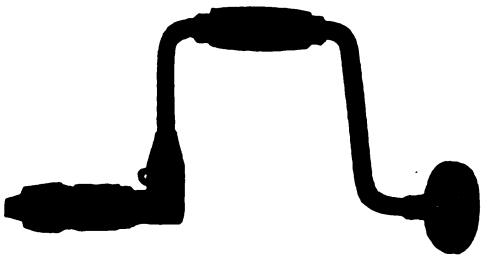
The Baldwin Refrigerator Company
Burlington, Vermont

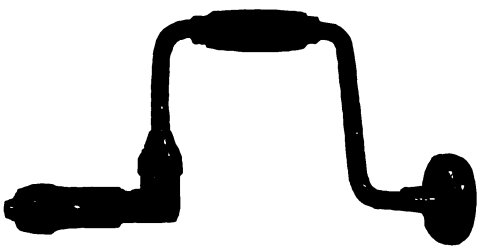
Stock Carried by HEYMAN-WEIL CO., San Francisco, California

C. H. SMITH
Western Representative
817 South Saint Andrews Place
Los Angeles, Calif.

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GOODELL-PRATT
1500 GOOD TOOLS





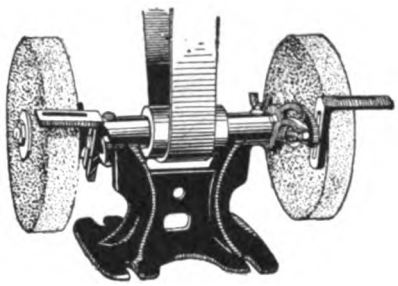


Bit Braces

New low prices on this high grade line of Bit Braces went into effect on July 1st. You can't afford to overlook them.

GOODELL-PRATT COMPANY
Toolsmiths
Greenfield, Massachusetts, U. S. A.

Luther
TOOL GRINDERS



No. 306
Power Grinder

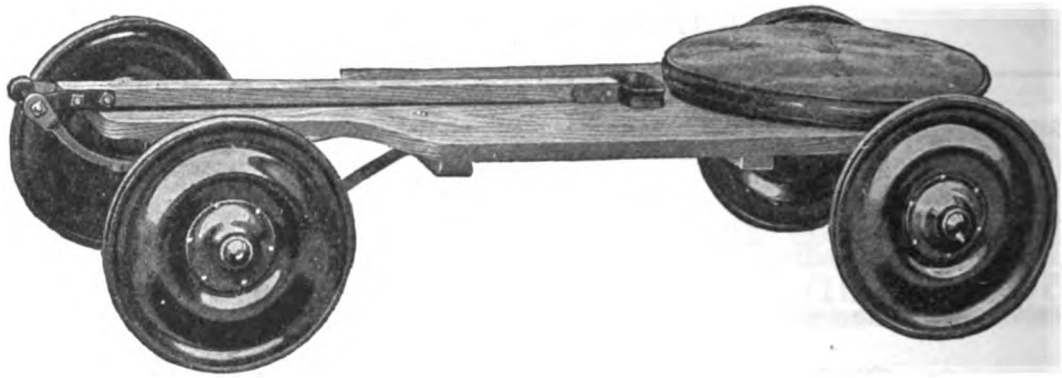
A very substantial grinder for light work. The bearings are plain and bored and reamed in solid metal. The shaft is of steel, accurately machined, finished and fitted. Equipped with one tight pulley and plain adjustable work rests, and one medium and one coarse grit tool wheel. Size of wheels 6x1⅜x1, weight 22 lbs.

LIST PRICE $6.00

Write for latest catalog

Luther Grinder Mfg. Co.
Milwaukee, Wisconsin

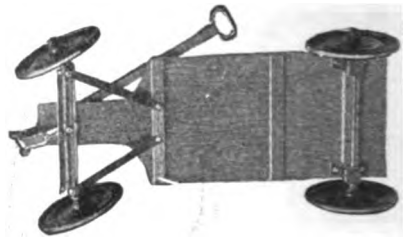
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Here Is the Star Speed Wagon

—the Disc Wheel Coaster, with shock absorbers, that steers like an automobile

Strength and speed, which are the two things to look for in a boy's wagon, are features of the Star Speed Wagon. Every boy who owns a Star Speed Wagon knows this, and his parents know that he has a toy which will outlast all his others and give him the healthiest pleasure as well.





Note the Sturdy Construction. The Boy Can Use It Rough!

Features That Make it a Seller

When you point out features like the following the Star Speed Wagon practically sells itself.

The bed is made of heavy hardwood lumber and rests on hardwood bolsters at both front and rear. Sets low so that corners can be turned at high speed without fear of tipping. Rear end rests on special spring shock absorbers. Front end is provided with regular automobile steering gears and braced with sturdy radius rods. All steel disc wheels, with rims heavy enough to withstand the rough work of speeding. Wheels revolve on cold rolled steel bearings which will not crack like small ball bearings and at the same time reduce friction to a minimum. Hub caps on wheels keep the grease in and the dirt out.

When a wagon sets low like this and at the same time has 10-in. wheels, the boy gets more power and a better purchase. Woodwork finished with two coats of clear varnish. Wheels colored a beautiful shade of red trimmed with black. Furnished with or without leather-like seat cushion.

Packed in sealed carton which keeps it fresh and attractive. Take advantage of this quick seller.

If you want to really "sell," not just "handle" wagons, write us

HUNT, HELM, FERRIS & CO.

Harvard, Ill. *Everything for the Modern Barn* Albany, N.Y.

Los Angeles, Cal.—1811 E. Seventh St. San Francisco, Cal.—283 Minna St.
Portland, Oregon — East 3rd and Salmon Sts.

STAR Equipment

The STAR LINE

"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

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Boyco Galvanized Ware



Boyco Tubs

BOYCO galvanized tubs are better tubs—made better and finished better. They are manufactured from black iron and hot-galvanized after all construction is complete. Their clear, unbroken surface means greater satisfaction to your customer and reliable repeat business for you. There are no rough edges to catch and tear clothes or scratch the hands. There is longer life, greater usefulness and insurance against leaks built into every tub bearing the Boyco trade-mark.



Boyco Buckets

LIKE all other Boyco galvanized ware Boyco buckets are made from black iron and hot-galvanized after construction is finished. Thus none of the protective coating is broken, cracked or chipped off. Every Boyco bucket, tub and garbage can is clean, smooth, brilliant and full of spangle. Place them beside ordinary ware and compare them. Your customers can see the difference—your sales will tell. Boyco buckets come in all sizes with sturdy, practical bale handles.



Boyco Garbage Cans

BOYCO Garbage Cans are extra strong throughout, long-wearing, leak-proof and unusually resistant to rust and deterioration. Their greater serviceability is accomplished not only by the Boyco method of hot-galvanizing as explained above, but also by the superior Boyco design. Note the vertical swedges insuring unusual sturdiness. Examine the double-seamed construction—the reinforced body. The Boyco trade-mark is the recognized guarantee of superior quality — the mark of genuine business builders.

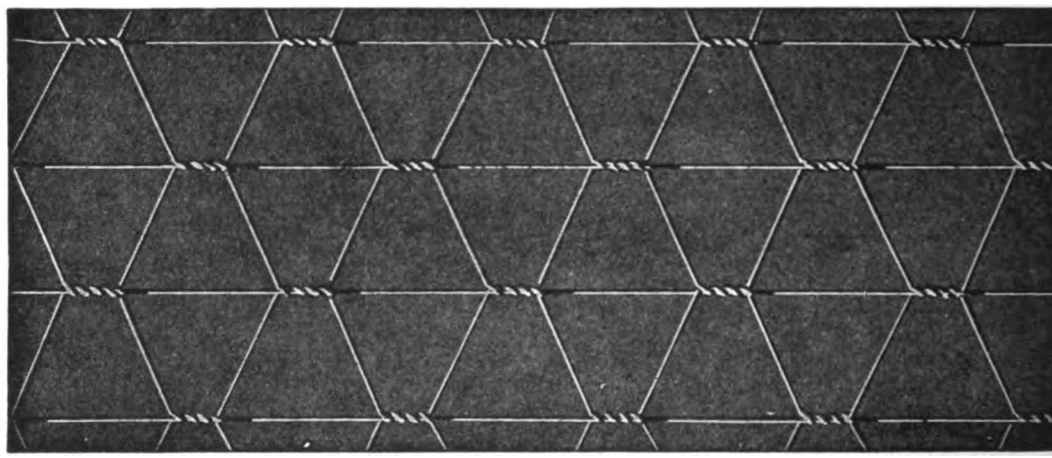
BOYLE MANUFACTURING CO.

5100 Santa Fe Avenue

LOS ANGELES, . . . CALIFORNIA

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a heavy selvage both top and bottom.

American Steel & Wire Company

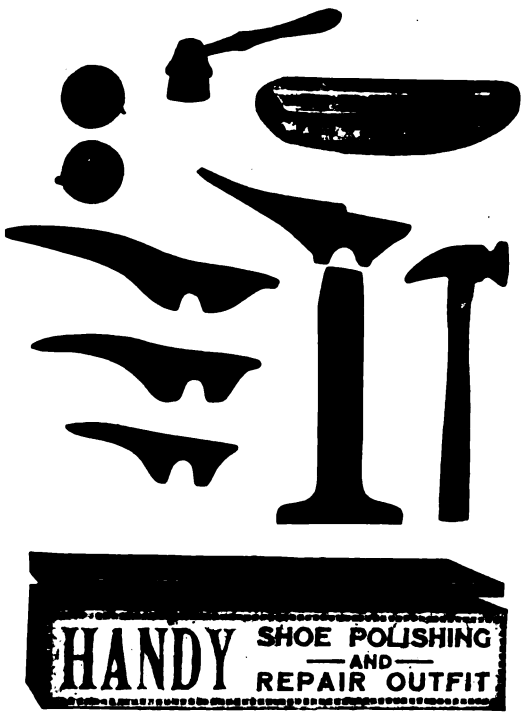
UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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Lasts, Stands, Hammer Polisher and Polish

Stand receives foot rest, — just the convenient thing for shoe polishing. Instantly converted into repair outfit with every essential tool for quick minor repairs.

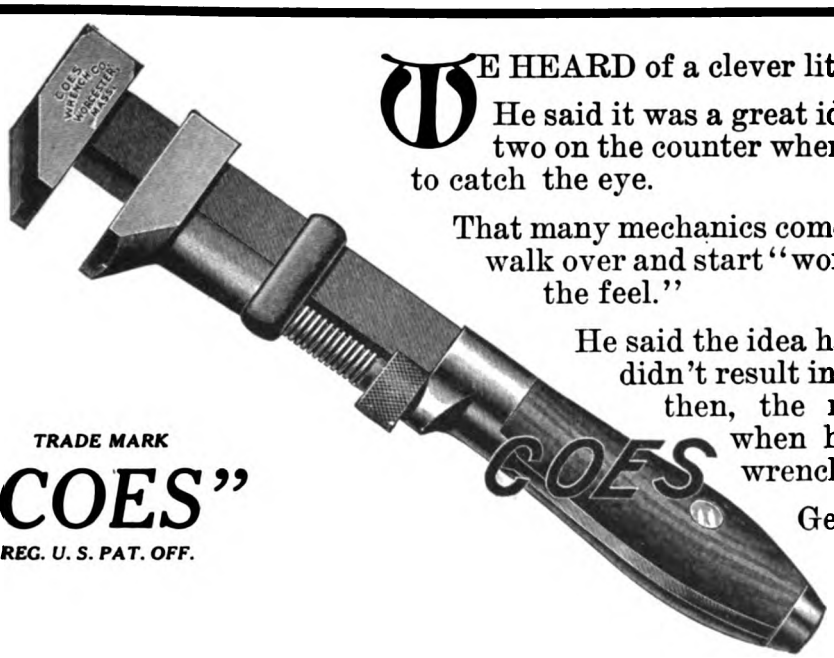
Every merchant should stock this new polishing and repair outfit. Attractive and novel, easily displayed, and easily sold. Write us for prices. There is profit for you and utility for the consumer.

The Fate-Root-Heath Co.

Plymouth, Ohio

New York Office:
90 W. Broadway. D. N. WINNER, Manager

Western Representatives, H. D. TYLER & CO., 512 Pacific Bldg., San Francisco, Cal.
Fifth Floor Higgins Bldg., Los Angeles
1022-23 Alaska Building, Seattle, Wash.



TRADE MARK
"COES"
REG. U. S. PAT. OFF.

WE HEARD of a clever little salesman.

He said it was a great idea to keep a COES or two on the counter where they had the chance to catch the eye.

That many mechanics come in and just naturally walk over and start "working it" and "getting the feel."

He said the idea had a great effect. If it didn't result in a sale right there and then, the mechanic came back when he did need a good wrench and specified COES.

Get a good supply from your Jobber and try it.

COES WRENCH CO. — ESTABLISHED 1841 IN — WORCESTER, MASS.

AGENTS

J. C. McCarty & Co.
29 Murray St., New York

Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco

John H. Graham & Co.
115 Chambers St., New York

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You Need this Bamboo Rake for Fall Trade

At least 50 to 100 of them. Many dealers will sell 500 to 1000 or more.

Only Practical Rake made for Lawns — Never clogs.

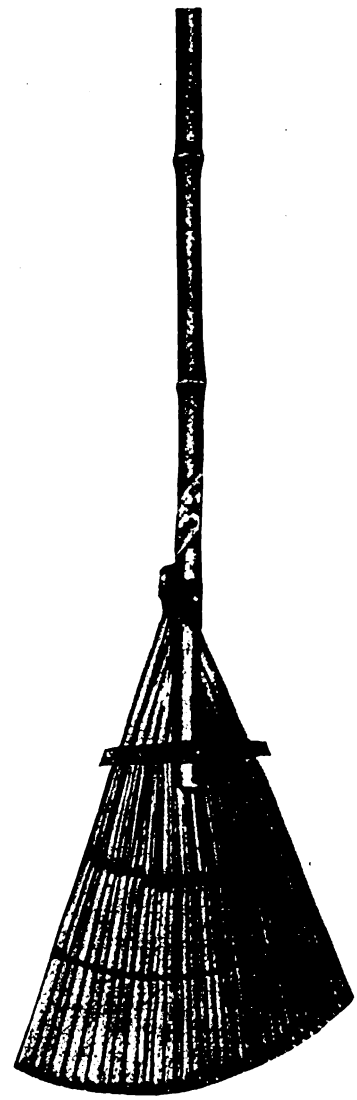
ASK FOR SAMPLE — FREE TO DEALERS AND JOBBERS

Absolutely the Best and Cheapest L a w n Rake made.

Conforms to the unevenness of the ground—Securely made with bolts and well braced.

40,000 Sold every month.

Light, Durable, Easy to Handle. Saves Time and Labor, and a good Profit for the Dealer.



So confident are we that your customer will buy these Bamboo Rakes on sight that we will send a

Sample Free to any Dealer or Jobber.

If your jobber can't supply you, write the Manufacturers Direct.

ADDRESS NEAREST OFFICE

TSUCHIYA TRADING CO.

867 Phelan Building
San Francisco

Manufacturers

1220 Boatmen's Bank Bldg.
St. Louis, Mo.

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Quick Sales RADIO SUPPLIES Good Profits

EVERY MAN AND BOY A CUSTOMER

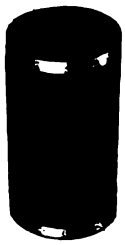
RADIO SUPPLIES REQUIRE SMALL SPACE



Insulator



Contact Post



Tuning Coil



Binding Post



Pole Switch

The Hardware Salesman

(ARTICLE FOUR)

You have no doubt been waiting upon customers to some extent, from the first day of your employment in the hardware store. You will perhaps welcome some suggestions on this subject as it is interesting to sell goods at retail if you make a study of the matter. You have here at first hand a great opportunity to study human nature and at the same time exercise your gift as a salesman, as you come in contact with all the different classes of people that come to the store to buy hardware.

You will meet the pleasant, the grouchy, the highbrow, the slow, the quick, the "happy go-lucky" ones as well as those of different nationalities. Make it a part of your business schooling to understand these various types of people you meet daily; study them; learn their weak and strong points and strive to please them in every manner so they will continue to consider your firm their source of supply for all kinds of hardware.

If you have customers of foreign birth, learn their language so you can speak with them in their own mother tongue; they will appreciate it and admire your efforts to please them and will become your firm and loyal friends and customers. You can easily learn almost any foreign language today as teachers and books are near at hand, and it will give you additional power in selling your goods; increase the scope of your education and add to your personal capital.

Many articles and books have been written on the selling question and many more will be written, as it is a big subject and "comes home" to many people and is so full of interest to them. It is to your great advantage to invest in books bearing on this matter and seek all sources for information with which to enrich your store of knowledge in the selling game; it is a game indeed and the more expert you become in it the more happiness and success you will enjoy in life. You will make more sales and bigger sales; uncover new opportunities; attract worthwhile friends; enrich your character and find the road to success. You will be able to get a lot of the sweetness of life right out of your daily work if you only try to secure it as it passes by.

Selling experience is worth thousands of dollars to any man if he keeps his eyes open, his mind receptive and his heart right; it develops aggressiveness; self reliance and "seasoned oak" manhood.

RADIO IS HERE TO STAY GET BUSY



Single Phone



Switch Arm



Fixed Condenser



Rod Slider



Switch Arm Post



Synthetite



Slider Rod

WRITE FOR CATALOG AND PRICES ON FULL LINE

RETAIL HARDWARE DEALERS MAKE BIG PROFITS SELLING RADIO SUPPLIES

RADIO PARTS CO.

No. 21 Pine Street, San Francisco, Cal.

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BESTOV

Electric Toasters
Electric Table Stoves
Electric Heaters

Low Price and Large Profits for You

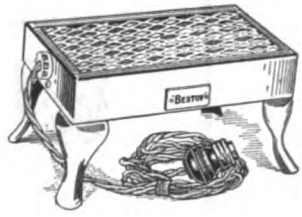


BABY

Electric toasters that can be used with comfort and efficiency. Handy, compact stoves that cook, boil and fry,—indispensable for every vacationist's kit, and a decided convenience in every home, in the hot trying days of summer.

BABY

No. 101 — Size, 5¼ inches square, 5 inches high, 400 watts. Called "Baby" because of its small size. Element being so compact makes possible the quickest electrical heating device on the market **$1.75**



TOASTER

ALL APPLIANCES GUARANTEED 1 YEAR

TOASTER

No. 301—Size, 5 inches wide, 9 inches long, 5 inches high. All nickel plate, 400 watts. In addition to being a toaster may also be used to keep food warm at practically no current consumption. Equipped with No. 16 Asbestos Covered Heater Cord and two-piece Hubbel Plug . . . **$3.50**

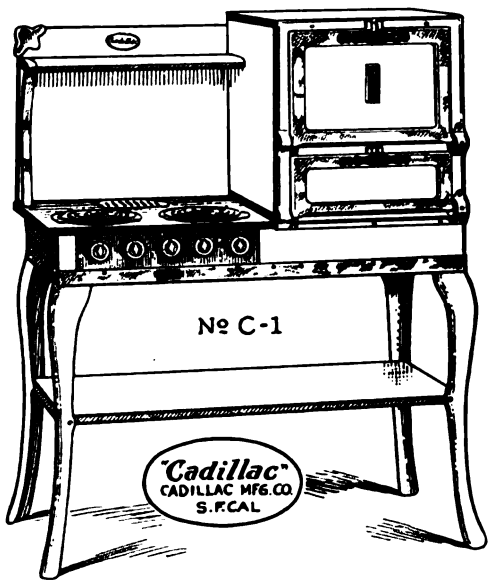
If you are not stocking this profitable line write for literature and prices.

BESTOV APPLIANCE CO. - Seattle, Wash.

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"Electrify That Wish"

the slogan for the CADILLAC line of electrical household appliances.



CADILLAC INFALLIBLE SALES PLAN

1. **From time to time to furnish demonstrators and solicitors to promote and close sales.**
2. **Long time credit.**
3. **Carry acceptable installment sales.**
4. **Advertising co-operation.**
5. **Extensive Letter Service.**
6. **Follow-up system.**
7. **Prospect Premium Offer.**
8. **Dealer Bonus Plan.**

Forerunners of the Electric Dawn

CADILLAC ELECTRIC RANGES—Three beautiful models, three sizes. Made to satisfy the most exacting requirements of any size home or family. In the majority of cases as cheap to operate as gas. Model C No. 3 range, two heating units; broiler oven operates on lighting circuit. All equipped with "Radioductor" heating units—a patented CADILLAC feature.

CADILLAC "VALLEN GRAND" CABINET ELECTRIC WASHING MACHINE—Six to eight sheet capacity, for the large family. **CADILLAC "JUNIOR"** cabinet, three sheet capacity, for the small family, apartments, or flats. Beautiful in design, compact, sturdy, and efficient.

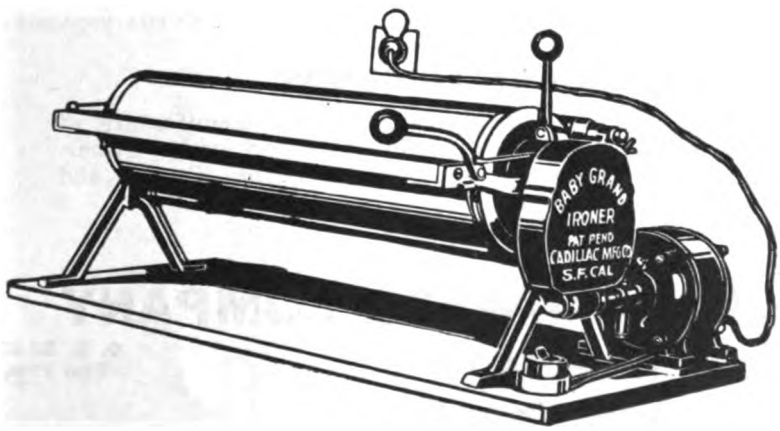
CADILLAC "BABY GRAND" IRONER—Fully fills the requirements of any home or hand laundry. Will do the work of any ironer on the market; strong, neat, compact, 26" roll, weight only 65 lbs. Easily placed and operated on kitchen table, conveniently stored away in closet.

CADILLAC ELECTRIC DISH WASHER for the well-ordered home. Washes all kinds of dishes, silver-ware, glasses and pans perfectly. Dishes are washed at least three times a day, or twenty-one times a week in most every home. This is one of the most despised household duties. With the CADILLAC, dish washing is done mechanically, quickly, and perfectly.

CADILLAC ELECTRIC WATER HEATERS—Hot water any minute of the day or night, simply, economically, and quickly.

LIVE DEALERS will lose no time in being appointed distributors of the CADILLAC Electrical Household Appliances.

Wire or Write for Particulars



Cadillac Manufacturing Company

693 Mission Street
San Francisco, California

Additional Warehouses:
Seattle — Los Angeles

"Electrify That Wish"

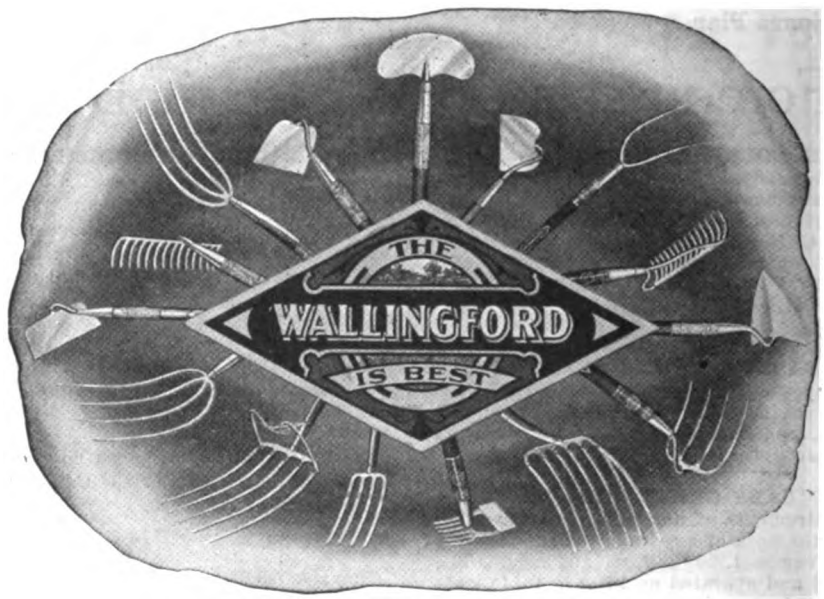
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THE TRITCH HARDWARE COMPA

Rocky Mountain Distributors of

WALLINGFORD
FARM AND GARDEN TOOL

A COMPLETE LINE



HIGH QUALITY CAST STEEL

CAREFULLY TEMPERED AND TESTED

SELECTED HANDLES EXTRA FINISHED

WALLINGFORD STEEL GOODS

Are made in a Modern Factory devoted exclusively to the manufacture of Farm and Garden Tools; a large and complete line produced under ownership management, assuring the highest type of goods in Design, Quality and Finish.

Write for Prices Today

THE TRITCH HARDWARE COMPANY

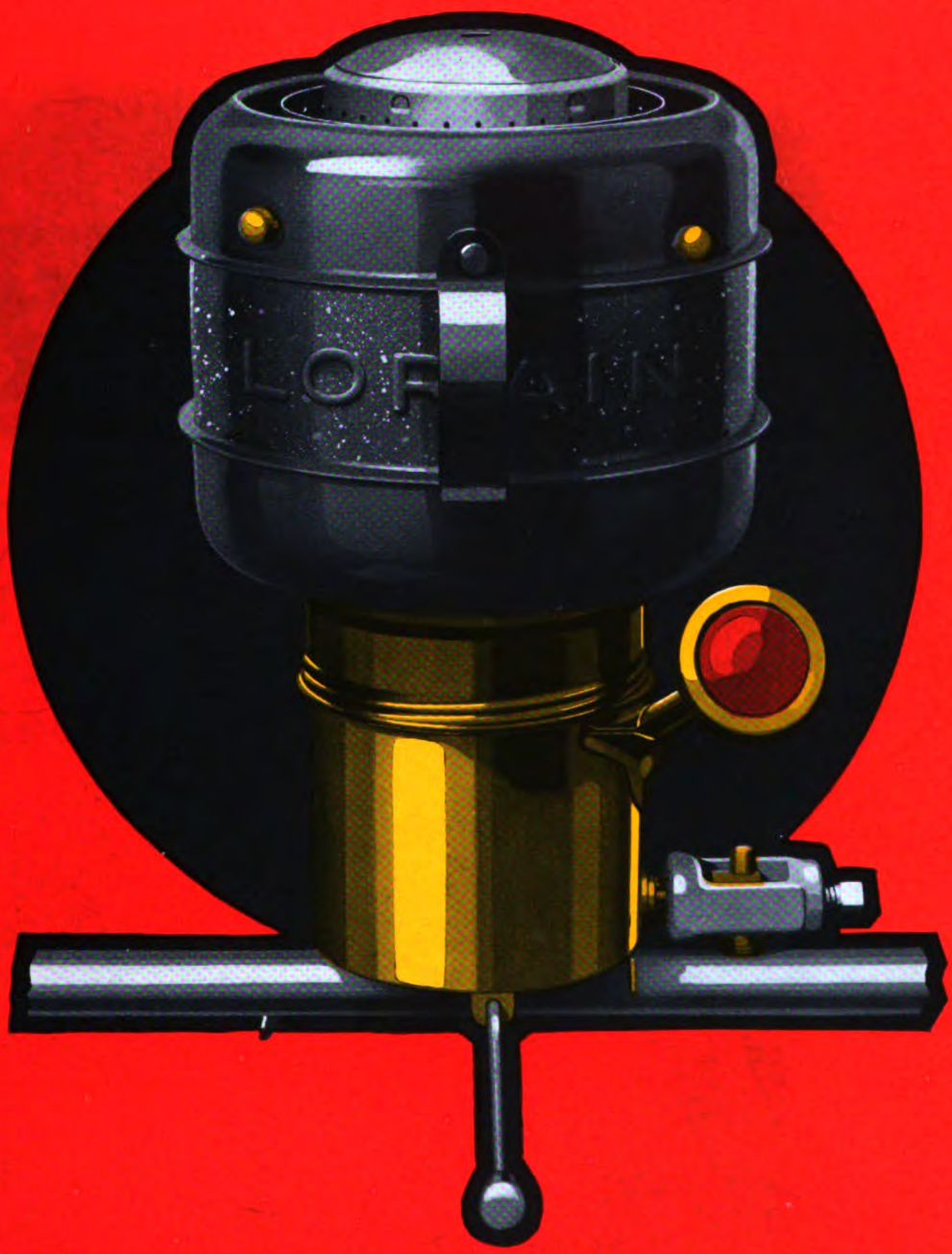
FRANK A. BARE
President

Jobbers

O. E. B
Vice P

Denver, Colorado

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An interesting message to you

Turn the page—

LORAIN

OIL BURNER

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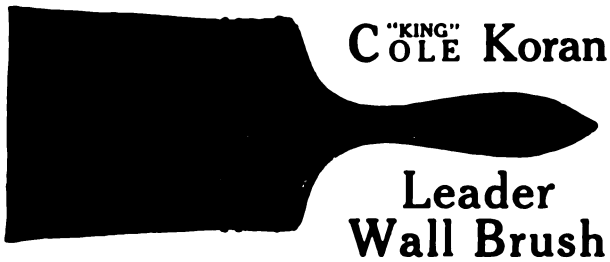
MERICAN STOVE COMPANY has some information on Oil Cook Stoves that should be read by every dealer before he places his order for next season's requirements. The information will be sent upon request or you can get the details from our advertisements which will appear in future issues of this publication. We believe the trade will give this announcement the attention to which it is entitled, coming, as it does, from the organization which has revolutionized the gas stove industry with the world-famous device, The Lorain Oven Heat Regulator.

The several divisions of American Stove Company have been successful manufacturers of Oil Cook Stoves for more than thirty-five years. Therefore, it has long been expected that the world's largest manufacturer of cooking appliances would some day inject into the Oil Cook Stove Industry the same ability, energy, merchandising effort and inventive genius that have given its other products distribution—and preference—throughout the world.

The time has arrived.

AMERICAN STOVE COMPANY
ST. LOUIS, MO.

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"KING" COLE Koran

Leader Wall Brush

Width	Length Hair	Per Dozen	Retail, Each
2½ inch	2¾ inch	$4.80	$0.40
3 "	3 "	7.20	.60
3½ "	3¼ "	9.60	.80
4 "	3½ "	12.00	1.00

Every Brush Warranted

Will do good work for the consumer's ordinary use.

Nickel bands. Polished yellow handles. Black Chinese bristles vulcanized in hard rubber "Kant-kum-out."

We pay parcels post charges. Your money back and return postage paid if you are not satisfied with trial shipment.

Write for Big Discounts

"KING" COLE BRUSHES

63 First Street - - San Francisco

CONCRETE MIXERS
WHEELBARROWS, SCRAPERS
STORE AND FACTORY TRUCKS
CASTERS



LANSING COMPANY
338-348 Brannan Street - - San Francisco

Electric Appliance Company

807-809 Mission St., San Francisco

JOBBERS OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

Electric Ranges
Suction Cleaners
Fan Motors
Wiring Materials
Washing Machines
Ironing Machines
Heating Devices
Auto Accessories

Tires—Tubes—Ford Parts

Genuine Crank Shaft and Connecting Rod Bearings, Etc.



Are You Prepared?

Losses are adjusted every day for people who thought they would never have a fire.

100% PROTECTION—SAVING 50%

ASSOCIATE HARDWARE & IMPLEMENT MUTUAL FIRE INS. COMPANIES

CHAS. A. McKENZIE, Manager
Pacific Coast Department
Insurance Exchange San Francisco

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General Machinery & Supply Company

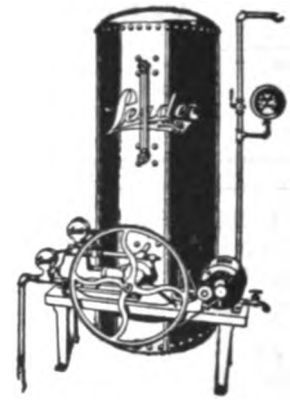
Including additions we are now making to our stock we will shortly have on hand a complete supply of General Hardware and Tools for all classes of trade. At present we carry one of the most complete stocks in San Franicsco and are headquarters for—

MACHINISTS AND MACHINE SHOP SUPPLIES
CONTRACTORS' EQUIPMENT
VALVES, PIPE AND FITTINGS
HANDLES, SHOVELS AND WASTE
BELTING AND PACKING

GENERAL MACHINERY & SUPPLY COMPANY
39 Stevenson Street
San Francisco, California

Leader

WATER SYSTEMS

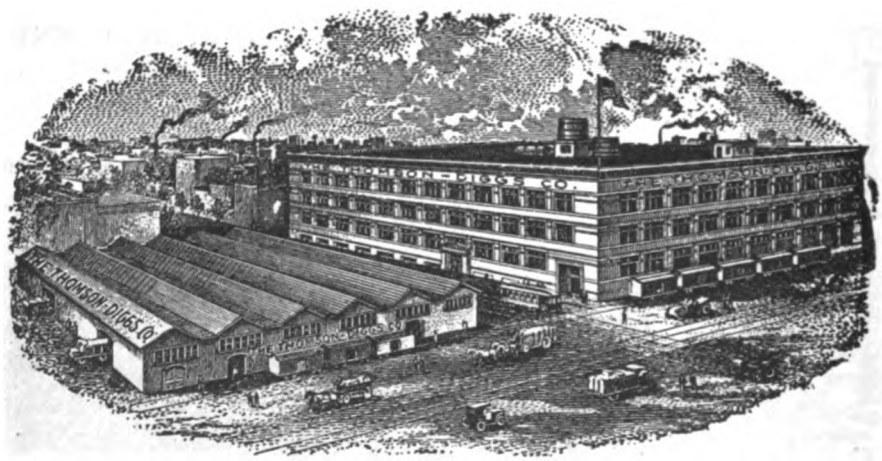


FULLER AND JOHNSON ENGINES
STAR WINDMILLS AND HOOSIER PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

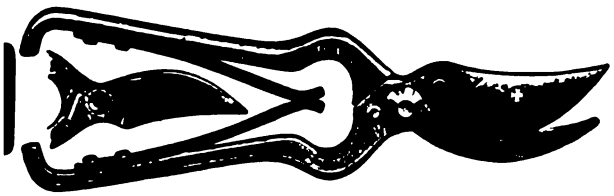
THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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It's Easy to Prune With *CleanCut* Pruning Tools

We are now taking orders for fall delivery. Dealers will use good judgment in placing their orders early to insure a complete stock in the pruning season.

PRUNING SHEARS



No. 501

Blades hand forged from tough tool steel, ground to a true oval bevel, hardened and tempered for service. Rieser pattern, ratchet, lock nut, double brass springs, full polished. **Fully warranted.**

No.	Length	Wt. per doz.	Per doz.
501	8½ in.	18 lbs.	$39.00

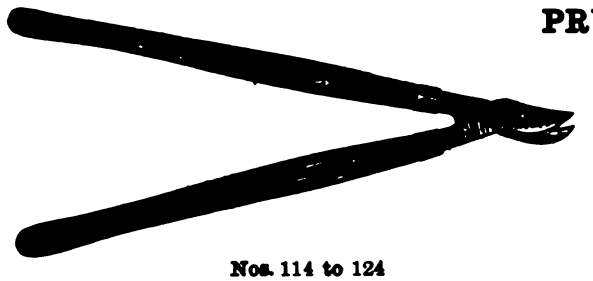


No. SR8½

Drop forged hook; crucible steel blade. Hook and blade carefully tempered and tested by experts. Ratchet lock nut. Double flat brass springs. Highly finished and polished throughout. Dealers are authorized to replace any shears not proving absolutely satisfactory. **Fully warranted.**

No.	Length	Wt. per doz.	Per doz.
SR8½	8½ in.	14 lbs.	$42.00

PRUNERS

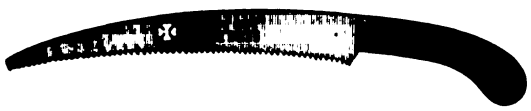


Nos. 114 to 124

Improved Cartwright pattern, blade and hook forged from crucible shear steel and carefully tempered, selected white ash handles, blued wrought steel ferrules, with double reinforced caps. Heavy taper bolt, with lock nut. **Fully warranted.**

No.	Length of handle	Length over all	Wt. per doz.	Per doz.
114	14 in.	20 in.	33 lbs.	$39.00
120	20 in.	26 in.	38 lbs.	42.00
124	24 in.	30 in.	45 lbs.	45.00

PRUNING SAWS



No. 100 — Sonoma Pattern

Extra quality spring steel, taper ground and hand filed. **Flexible blade.** Applewood handle, varnished. **Fully warranted.**

No.	Blade	Wt. doz.	Per doz.
100	12 in.	5¼ lbs.	$11.00
	14 in.	6¼ lbs.	13.00
	16 in.	6¼ lbs.	15.00



No. 13 — Bow Pattern

Extra cast steel. Flat bow, with swivel blade. Hand filed. Beech handle. **Fully warranted.**

No.	Frame	Blade	Wt. doz.	Per doz.
13	14 in.	12 in.	20 lbs.	$25.00
	16 in.	14 in.	21 lbs.	26.00
	18 in.	16 in.	22 lbs.	30.00
	Extra blades, all lengths			3.50

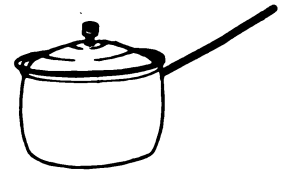
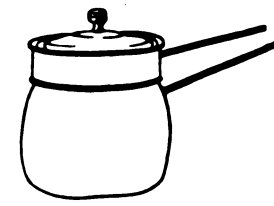
Consult our salesmen for special prices and terms on future orders.

DUNHAM, CARRIGAN & HAYDEN CO.

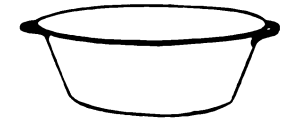
SAN FRANCISCO - NEW YORK

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The Crest Ware



TRIPLE COATED WHITE ENAMEL ASSORTMENT

PLACE ORDERS NOW FOR AUGUST 20TH DELIVERY

6 only No. 25 Coffee Pots
3 only No. 70 Tea Kettles
6 only No. 03 Convex Sauce Pans
12 only No. 04 Convex Sauce Pans
6 only No. 06 Convex Sauce Pans
4 only No. 16 Double Boiler
12 only No. 16 Lip Sauce Pan
12 only 10-quart Dish Pans

61 PIECES, DEALER'S COST $37.00

WRITE FOR CATALOGUE AND PRICES OF COMPLETE LINE



Combination Ranges

STEEL RANGES
CAST IRON RANGES
GAS RANGES

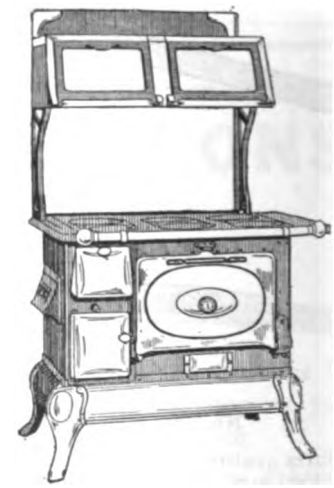
Plain, Nickel, or Enamel Finishes in stock now.

Send for Catalogue.

Get Our Prices.
Complete Line

of

COOKING
and
HEATING STOVES



Queen Vesta Combination

Blue Enamel

If desired both fuels can be used at the same time, thus doubling the capacity of the Range.

Two large 18″ Baking Ovens, one for gas and one for coal. These also can be used simultaneously without changing parts. Also good sized Oven for broiling.

Wetter's Active Steel Range

White Porcelain Splashers and Panel No. 218 Series—Square—Mounted on Cast Base, for Soft or Hard Coal or Wood.

Nickeled Front Base and Legs

No.	Size Oven	Size Top with Shelf	Height	No. Holes
21818	18x18x10½	38¼x27	30 in.	6, 8-in.

Write for Prices and No. 19 Stove Catalogue

MANGRUM & OTTER, Inc., 827-831 Mission St., San Francisco

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Your Summer Requirements for

BOSS

Oil Cook Stoves and Ovens

Can Now be Supplied by Us in All Sizes

The Real Test

of every oil stove is its burner. An economical, efficient, high-class burner makes an economical high-class and efficient stove



The Oil-Air Burner

on the BOSS Stove burns nearly 1000 times as much air as oil, which makes a gallon of oil last longer and do more work than on other stoves

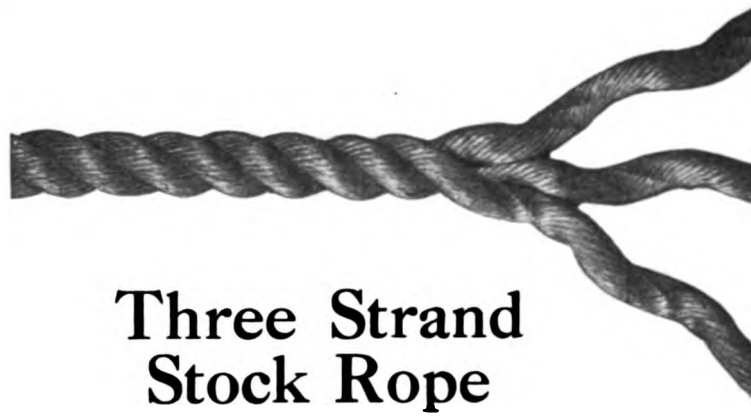
A heavy well-built stove with all parts easily removed and just as readily replaced

Baker, Hamilton & Pacific Company

San Francisco - California

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CORDAGE

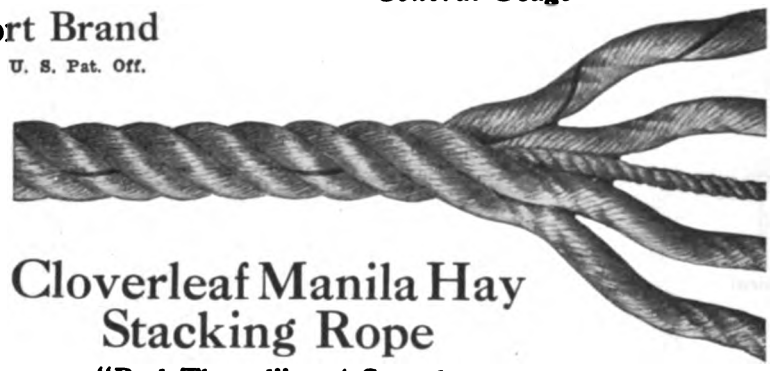


Three Strand Stock Rope

PURE MANILAS—
Cloverleaf Brand
Seaport Brand
Reg. U. S. Pat. Off.

Unexcelled for General Usage

White Sisal
Sisal



Cloverleaf Manila Hay Stacking Rope

"Red Thread" 4 Strand
Reg. U. S. Pat. Off.

Specially constructed to give the longest life on the hay fork



"Broncho Brand" Red Thread

Reg. U. S. Pat. Off.

4 Strand Lariat Pure Manila

KNOWS NO COMPETITION

MANUFACTURED BY

THE PORTLAND CORDAGE CO.

Portland, Oregon Seattle, Washington

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Erb Hardware Company

WHOLESALE HARDWARE

TRADE -EHCO- MARK

LEWISTON, IDAHO

BELTING
PACKING
MILL AND MILL SUPPLIES
WAGON WOOD STOCK
AUTO SUPPLIES
IRON AND STEEL
BUILDERS' HARDWARE
STOVES
TIN AND ENAMEL WARE
SPORTING GOODS

HONEYMAN
Hardware Company

Park and Glisan Streets
Portland, Oregon

Seeger & White Mountain
Refrigerators

White Mountain
Ice Cream Freezers

Nesco Perfect Oil Cook Stoves

New Perfection Oil Cook Stoves
with Superfex Burners
"Cooks as fast as Gas"

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Oregon Distributors
for Burd Quick-Seating
Piston Rings

A. M. HOLTER
Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER
Hardware Company

SPOKANE, WASH.

WHOLESALE ONLY

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Plymouth Rope
Automatic Washers
Sargent Hardware
Acme Paints
Rawlings Sporting Goods
Ideal Furnaces
Ideal Heaters
South Bend Malleable Ranges
Mill, Mining and Logging Supplies

Prompt, Courteous Service

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Let Us Be Your Warehouse

Keep your profits up and your overhead down by using our fast and dependable

Service

Strevell-Paterson Hardware Company

SALT LAKE CITY

Wholesalers and Jobbers

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WE OFFER YOU

Hardware
Tinware
Enamelware
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OF DEPENDABLE QUALITY

PROMPT AND EFFICIENT SERVICE

Stove Repairs and Waterfronts

DIRECT FROM THE MANUFACTURER TO YOU

Complete stock of Standard Parts made from our own PATTERNS at our own FOUNDRY

This is why we can offer you

SRS
STOVE REPAIR SERVICE

Largest Stove Repair House in the Northwest

SPOKANE STOVE & FURNACE REPAIR WORKS

912-914-916 First Avenue, Spokane, Washington

Complete Stove Repair Service

REPAIRS: Nearly 20 years experience in handling stove and furnace repairs for Northwest Merchants.

COMPLETE STOCK of repair parts.

PLATING: Nickel, gold, silver and copper plating—All finishes.

Galvanizing—Oxidizing

Let us handle this department of your business to show you a profit.

Mail orders filled promptly.

MYER S. RUBENS

JOBBERS — WHOLESALERS

1009 W. First Avenue - Spokane, Washington

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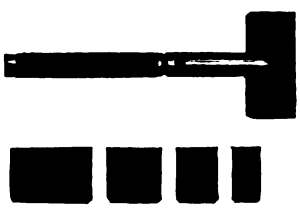
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Every machinist knows what it means to try to measure small recesses with an ordinary rule. That's why we brought out this Starrett No. 423 Tempered Steel Rule with Holder. It makes it easy to take accurate measurements anywhere.

Tools that make the machinist's work easy are easiest to sell. More than 2100 tools of this character are described and illustrated in the Starrett Catalog No. 22 "BF" and special Supplement of New Tools. Write for free copies.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.



42-389

Sell Starrett Tools

TRADE **CHICAGO** MARK

Spring Hinges

Swing Trade *as* Smoothly *as* Doors

The "Triplex"

(Three Leaf)



Every dealer supplying hinges for building contracts that call for the Best **must** carry CHICAGO Spring Hinges.

In every city, from one end of the country to the other, they are Standard.

If you do not handle CHICAGO Spring Hinges, send for Catalog W-36, which describes completely the line that will mean business and profits to you.

Chicago Spring Butt Company
CHICAGO NEW YORK

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Minutes Mean Dollars Now!

OUR UNEXCELLED SERVICE SAVES YOU TIME ON YOUR SHIPMENTS—

OUR HIGH QUALITY MERCHANDISE ATTRACTS YOUR CUSTOMERS AND INSURES PROFITABLE TURNOVER.

Salt Lake City Utah

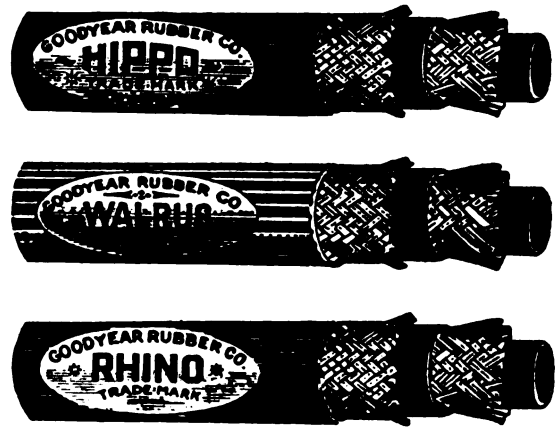
The Salt Lake Hardware Co.

Pocatello Idaho

"EVERYTHING IN HARDWARE"

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

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Nos. 61, 63, 65, 67 Fourth St., & Pine St. PORTLAND, OREGON

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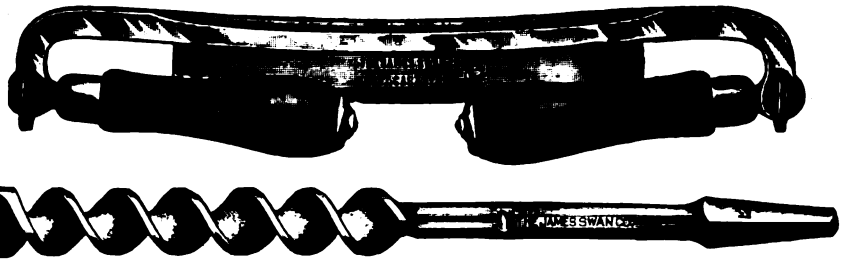
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CHISELS
DRAW KNIVES



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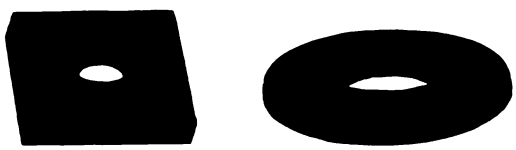
SCREW DRIVERS
GOUGES

New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

There is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

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Milwaukee, Wis.

Coast Representatives
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Denver, Colo.

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BRIDGEPORT, CONN.

THE LITTLE WONDER
Midget Screwdriver



A practical high-grade little tool. Made just as carefully as the large Drivers. Packed on a very attractive red and gold card.

The "Fastest Seller" of the Year

No. 42 Assortment

Four 1¼-inch, four 2-inch, four 3-inch

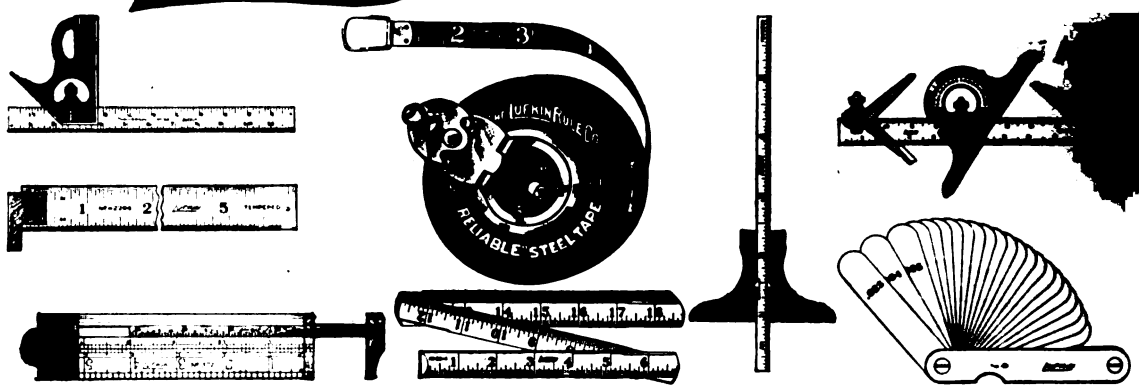
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TWO WORDS COVER THEM ALL

LUFKIN—RELIABLE



MECHANICS' TOOLS
TAPES —— RULES
PROGRESSIVE LINES

Specify LUFKIN
Send for Catalog

THE LUFKIN RULE CO. SAGINAW, MICHIGAN
NEW YORK

TRIMO Economies

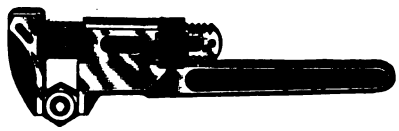
FOR

Shop, Home and Farm

These Four Tools Have the
Quality TRIMO Mark



Trimo Pipe Wrench, 8 sizes



Trimo Monkey Wrench, 7 sizes



Trimo Pipe Cutter, 3 sizes



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"

The right material is in them. The best possible design is in them. Every TRIMO operating convenience is in them — and every feature of economy.

TRIMO users buy for long service.

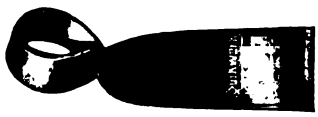
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Trimont Manufacturing Company
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QuiKwerK TOOLS







Quikwerk Hoes

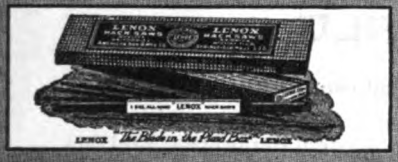
EVERY tool we forge must help maintain our reputation in the tool business — and yours. Did you ever hear a user of Quikwerk Tools question their excellence?

Keep a good stock of QUIKWERKS—
they'll keep good customers for you

THE WARREN TOOL & FORGE COMPANY
150 Griswold Street - Warren, Ohio

"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U. S. A.



PEERLESS STRAP WRENCHES

Will not crush the thinnest tubes, and they cannot slip when properly adjusted. Double woven linen strap is the strongest and most durable made. Patented cam locks the strap securely in any position. Wrench is drop-forged steel. The ideal wrench for polished pipe.

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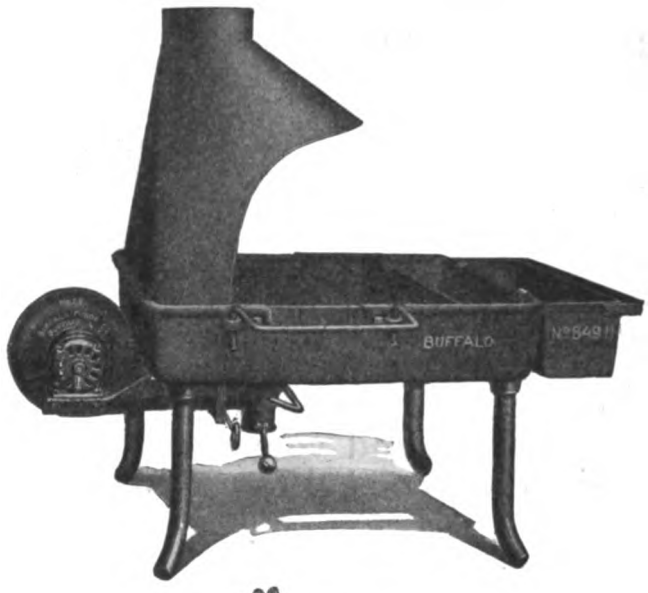
Face of highest grade crucible steel

Only Wrought iron anvil body

SPECIAL TEMPER OF EDGES PREVENTS CHIPPING AND SPLINTERING
Regular Blacksmiths' or Farriers' Clip Horn Types

COLUMBUS ANVIL & FORGING CO.
COLUMBUS, OHIO, U. S. A.

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"Buffalo"

Forges
Blowers
Exh. Fans
Disk Fans
Drills
Punches
Shears
Tire Setters
Bending
Machines
Combination
Woodworkers

Very Popular With Blacksmiths, Wheelwrights and Auto Mechanics

The "Buffalo" No. 849-H Forge is an extra heavy Wagon Maker's Forge with cast iron hearth, size 38x42. This forge has heavy steel legs, hinged and balanced ash gate and heavy tuyere iron. Hood is made of steel or cast iron.

Variable Speed Blower with six speed regulator or a Constant Speed Blower furnished as desired.

Get entire story from catalog No. 100-B-37.

Buffalo Forge Company
BUFFALO, N. Y.

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
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Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles—W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Oakland, Cal...Western Heavy Hdwe. & Iron Co.
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho...Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz. ..... Albert Steinfeld & Co.

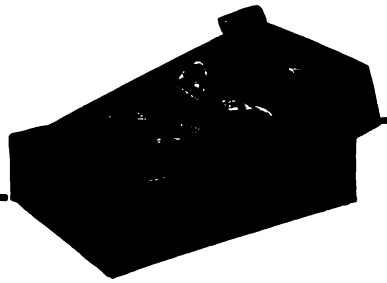
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOILET, ILL., POUGHKEEPSIE, NEW YORK

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GENUINE CRESCENT WRENCH PARTS

ASSORTMENT No. R. P. 1

The cost of handling orders for repair parts is usually more than the profit if they are only ordered by individual items as needed. On the other hand there is usually a certain amount lost if carried in bulk.

This assortment and container will enable you to give your customers the necessary service and turn it into a profit item instead of a loss.

The assortment is small and includes only parts having the largest sale.

The carton is of cardboard with compartments for each size and measures 4¼ x 6¼ x 1½ inches.

A list of the parts together with the retail price is shown below.

The cost to you is that of the parts only at regular dealers' prices, with no charge for the carton.

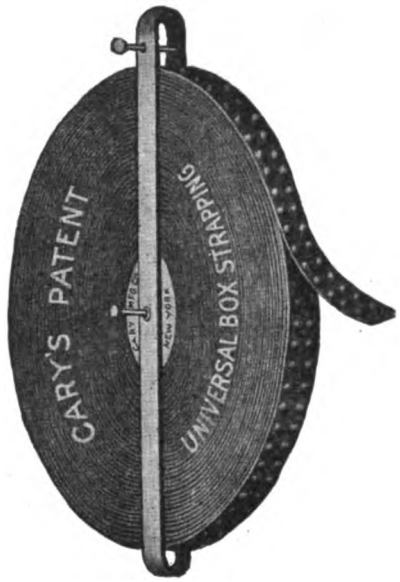
The assortment contains the following parts:

Quantity	Part	Retail Price, Each	Total
		JAWS	
2	4-inch	$0.25	$0.50
5	6-inch	.25	1.25
4	8-inch	.30	1.20
2	10-inch	.40	.80
1	12-inch	.60	.60
		KNURLS	
2	4-inch	.10	.20
3	6-inch	.10	.30
4	8-inch	.12	.48
2	10-inch	.15	.30
1	12-inch	.25	.25
		PINS	
2	4-inch	.05	.10
3	6-inch	.05	.15
3	8-inch	.05	.15
2	10-inch	.05	.10
1	12-inch	.10	.10
		SPRINGS	
2	4-inch	.05	.10
3	6-inch	.05	.15
3	8-inch	.05	.15
3	10-inch	.05	.15
2	12-inch	.05	.10

Total Retail Value, $7.13

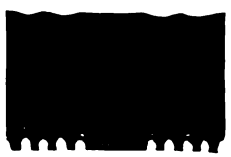
CRESCENT TOOL CO.
JAMESTOWN, N. Y.

"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners



Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.
BROOKLYN - - - NEW YORK

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestioned merit.

We claim Endurance — Dependability — Fast Cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"—tells the story.

SOLD THROUGH JOBBERS ONLY.

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

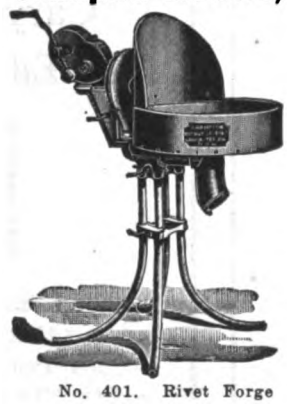
Exclusive Pacific States Representatives

Champion Blowers, Forges, Drills and Screw Plates

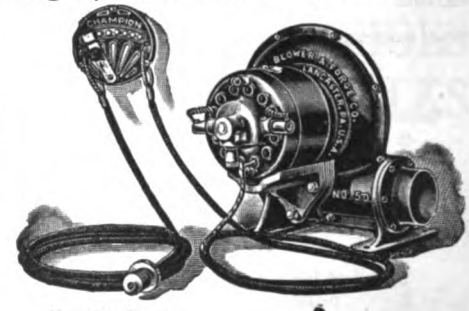


No. 400 Blower

No. 203. Self-Feed and Double Compound Lever Feed Drill.

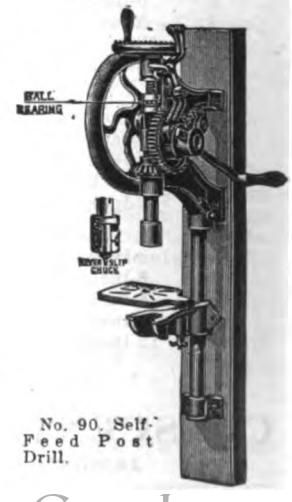


No. 401. Rivet Forge



No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.





No. 90. Self-Feed Post Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

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CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.

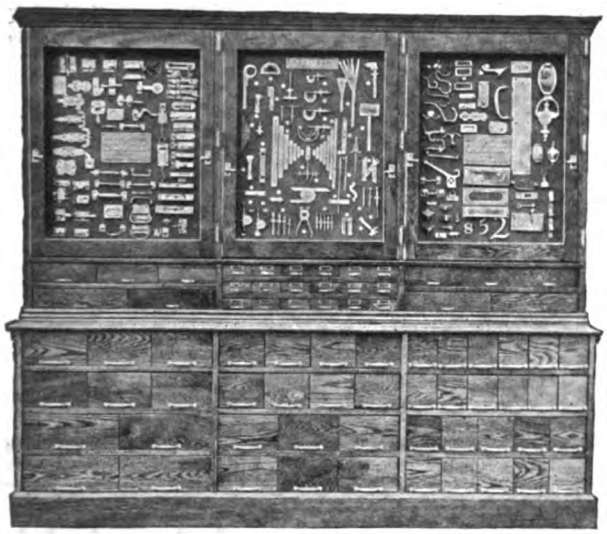
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Save Time and Money

BY USING

Heller's Pivot Door Hardware Shelving

DISPLAY FULLY PROTECTED BY GLASS



STOCK CARRIED IMMEDIATELY BEHIND

IT IS COMPARATIVELY INEXPENSIVE

OF CONVENIENT LENGTHS

EASILY INSTALLED

WILL GIVE LASTING SERVICE

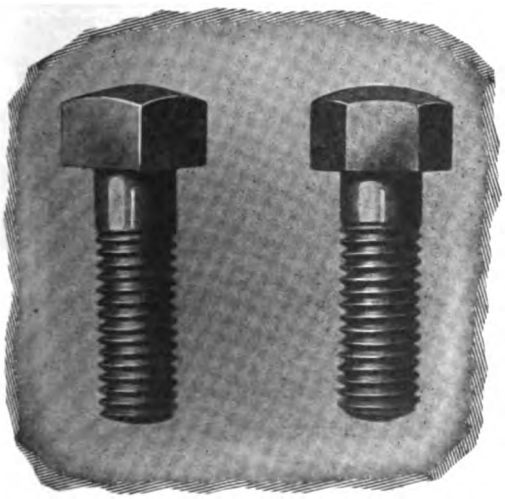
An investment will pay big dividends by the additional sales it will create.

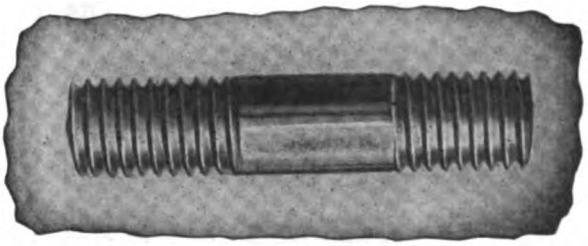
NEW PRICES IN EFFECT

Write today for Catalog 26-H, which describes several types.

W. C. HELLER & CO.

MONTPELIER, OHIO





WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

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Sands & Cox, San Fernando Building, Los Angeles, California.
Strimple & Cox, L. C. Smith Building, Seattle, Washington.
Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Building, Denver, Colorado
Strimple & Cox, Corbett Building, Portland, Oregon

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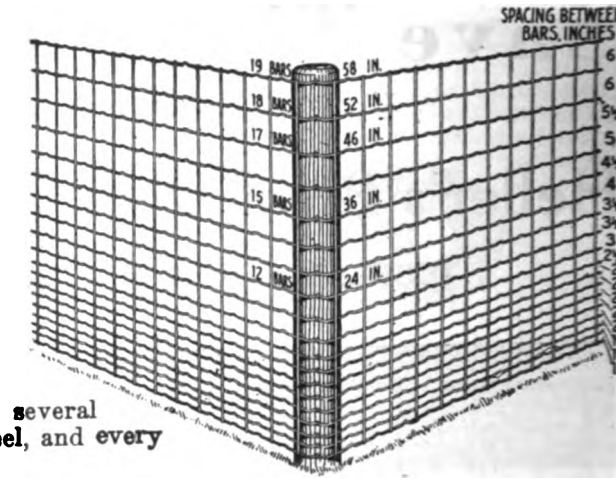
"Pittsburgh Perfect"

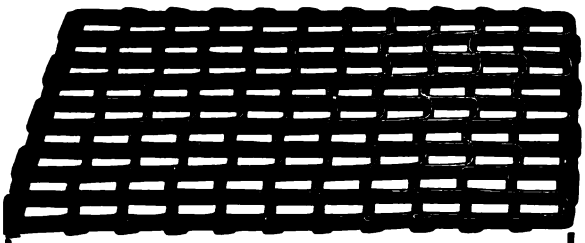
Electrically Welded

Poultry and Garden Fencing

A popular fencing among poultry raisers. Neat appearance and light weight are combined with strength and durability. No top rails or bottom boards are necessary.

This fencing will win friends among your customers, and develop profitable sales for you. Made in several styles from our own Open Hearth Steel, and every rod guaranteed.


SPACING BETWEEN BARS, INCHES
19 BARS
18 BARS
17 BARS
15 BARS
12 BARS
58 IN.
52 IN.
46 IN.
36 IN.
24 IN.
6
6
5½
5
4½
4
3½
3½
3
2½
2½
2½



Made of Galvanized Ribbon Steel
Continuous Crimp No Short Pieces

Keystone Flexible Steel Mat

The original continuous crimp mat. Easily rolled into small space. The most durable mat made. Reversible, and will not warp or curl up.

Eight regular sizes, or will make to order any length desired. Rolls in stock at all times. Stock sizes from 16 x 24 to 40 x 72 inches.

Ideal Woven Wire Mats

Lowest Price Wire Mat Made

Made of galvanized round steel wire, with mesh of flat coil construction, ingeniously woven on substantial galvanized one piece steel frame, which is electrically welded.

Made in Four Stock Sizes

WE ARE EXCLUSIVE MANUFACTURERS OF

"Rolamat"

THE FLEXIBLE WOODEN MATTING

Can Be Rolled Up Like a Rug. Sanitary, Reversible.

Write for Prices on Our Lines

KEYSTONE WIRE MATTING CO.

Sole Manufacturers (Est. 1894) Beaver Falls, Pa.

PACIFIC COAST OFFICE
618 AMERICAN BUILDING, LOS ANGELES, CAL.

Norcross



Garden Cultivators

LUTHER BURBANK pronounces the Norcross a wonderful implement, using a dozen or more of them on his own estate, and says: "They are the Best of their kind."

Selling a Norcross is selling Quality, Service and Satisfaction to a customer at a moderate cost and an attractive profit. Three sizes, all strongly made and handsomely finished. Order through your jobber and be sure you get the Genuine Norcross.

C. S. Norcross & Sons

MANUFACTURERS

Bushnell, Ill., U. S. A.

Every Foot of

Ludlow-Saylor "Perfect" Galvanized Hardware Cloth....



by reason of our **thorough** equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is **"Guaranteed"**

It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

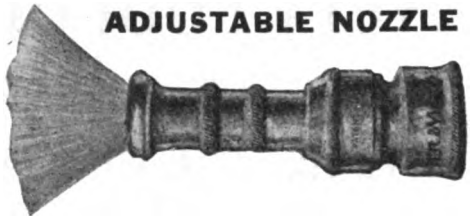
The LUDLOW-SAYLOR WIRE CO.

ST. LOUIS, MO.

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ADJUSTABLE NOZZLE



"It Sells Best Because It Is Best"

You can sell more garden hose nozzles this coming season than you have ever sold before. The "NEW DUMACO" will do it for you—and WHY? LISTEN—

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially improved packing that makes leakage absolutely impossible.

In operation it is simplicity itself. One turn, and you have a straight flow; another, and there is a fine spray; a third, and the water is shut off—instantly. The stream is longer and the spray finer than in any other nozzle sold.

Each NOZZLE is factory-tested, and fully guaranteed.

In price, it is right, and the most profitable for you to handle. We sell it much lower than any other is offered.

Sample on request. Write direct or to your jobber for special rates and terms.

THE DURST MANUFACTURING CO., Inc.

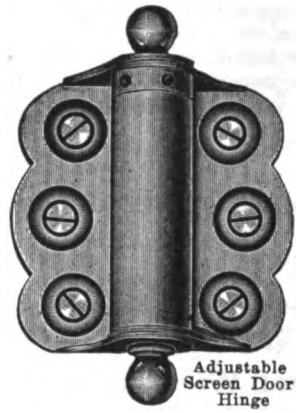
119 CHAMBERS STREET, NEW YORK CITY, N. Y.

San Francisco, Cal., 109 New Montgomery St.

Los Angeles, Cal., 201 Douglas Bldg.

SHELBY SCREEN DOOR HARDWARE

WE ALSO MAKE



Adjustable Screen Door Hinge

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

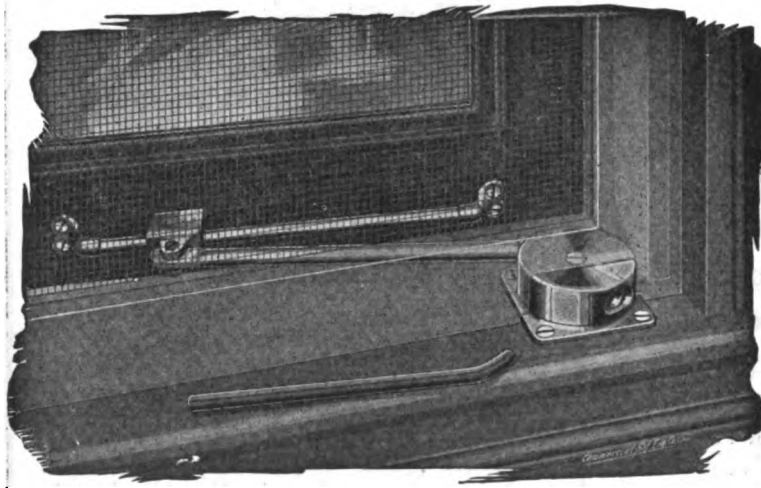
The SHELBY SPRING HINGE CO.

SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO., Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.

550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

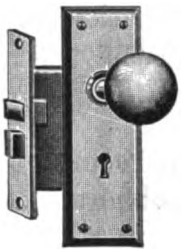
Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

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Lockwood Hardware.



Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

LOCKWOOD MANUFACTURING CO.

Manufacturers of

BUILDERS' HARDWARE

SOUTH NORWALK, CONN., U. S. A.

JOSEPH T. POLITEO, 183 Stevenson St., San Francisco, Western Representative.



DOOR HANGERS
and
Garage Door Hardware

NO BETTER evidence could be had of the faith that dealer and user alike have in Allith-Prouty goods, than the constantly increasing demand.

Over two decades of trade establishment have built up an enviable good will directly traceable to the unvarying production of properly designed and extremely well made sliding door hardware.

SEND FOR CATALOG 90

ALLITH-PROUTY COMPANY

DANVILLE, ... ILLINOIS

ALLITH-PROUTY

WOOD SCREWS

CONTINENTAL WOOD SCREW CO. INCORPORATED 1904
SPECIAL SCREWS AND UPSET WORK
IRON. BRASS
BLUED AND NICKELED SCREWS
NEW BEDFORD, MASS., U.S.A.

MACHINE SCREWS




ANDREW CARRIGAN CO.

Pacific Coast Representative

Sanfrancisco Los Angeles Seattle Denver



Long Pin Punch Set
No. 462 Pat. Feb. 22, 1921

MR. DEALER —

Nearly all your friends tinker more or less around machinery—the Auto, Tractor, Reaper or Loom, and these extra long pin punches are just right to back out pins, bolts, etc.

A set of four useful sizes of VANADIUM steel in our anti-rolling Finger Grip pattern.

To sell them—show them—it's up to you.

ASK YOUR JOBBER

MARCY TOOL WORKS, Inc. - PUTNAM, CONN.

Pacific Coast Agents:

SPRAKE SALES CO., INC.

G. T. Sprake, 216 Higgins Bldg., Los Angeles
J. C. Hooper, 813 Postal Telegraph Bldg., San Francisco
F. H. Chown, 1121 Gasco Bldg., Portland
Prentiss N. Rice, 506 Charles Bldg., Denver

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No. 126 — BRONZE METAL
Secure Lever, Many Change Interior Construction

Security
Is Always Our First Consideration

But no detail of workmanship and finish is too small for our careful attention in the production of a line universally recognized as equal to the best similar goods made.

Soliciting new business on our record
Catering to the better class jobbers

Fraim-Slaymaker Hardware Company, Inc.

Lancaster, Pa., U. S. A.

Favorably considered throughout the world as one of the larger manufacturers.
Write for General Catalogue No. 102A

Western Representatives:
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Fifth Floor, Higgins Building, Los Angeles, Cal.
1022-23 Alaska Building, Seattle, Wash.
412 Boston Building, Denver, Colo.



E-Z Dandelion and Weed Root Puller

JOBBERS AND DEALERS GET BUSY!

A wonderful tool and an unlimited demand. No lawn owner will be without. No other tool on the market will pull a root. "E-Z Dandelion and Weed Root Puller" jaws close up and get the whole root.

Hang sample with root in display window —it will sell

WESTERN BRASS MFG. WORKS
2007 Marshall Blvd., Chicago, Ill.



NORTHERN HANDLE CO.

Manufacturers of
"POINTER BRAND"
Guaranteed Best Quality
HANDLES

Axe, pick, hammer, hatchet, Cant Hooks, Peavey and Pickaroon Handles

Price List upon Request

NORTHERN HANDLE CO.
Bowling Green, Mo., U. S. A.

"HEXALL" Socket Wrenches

"BABY" Hammerless Revolvers
R. F. SEDGLEY, Inc. *Est. 1897*
2311-13-15 North 16th St., Phila., Pa.
Pacific Coast Representatives:
McDONALD & LINFORTH - - San Francisco, Cal.



BARTLETT

Compound Lever Snips and Pruning Tools

Best tool steel and even cutting jaw. Made in all sizes. Fully guaranteed.

BARTLETT MFG. CO. - 36 E. Lafayette Street, Detroit, Mich.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished ..$2.00

No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.
Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.



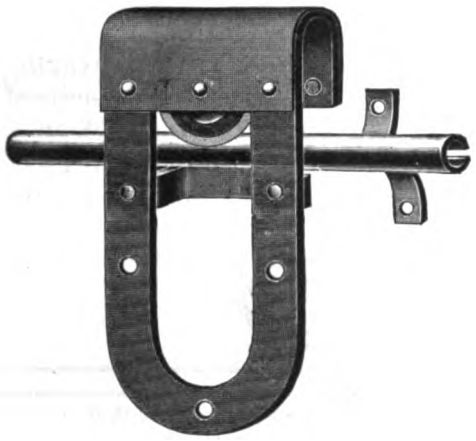
Gilson Garden Tools

Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.

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LANE'S
Steel Round Track Hangers



Hangers, entirely of steel. Track, rigid steel brackets. Doors cannot get off track.

Stock hangers of merit—LANE'S

LANE BROS. CO.

RIVER STREET - POUGHKEEPSIE, N. Y.

"Stronger Chicks"



IT'S no fiction that the right incubator does produce better chicks. Read below what the Bendlage Hardware Co., Marshalltown, Iowa, says about Queen Incubators. They write:

"We have found the QUEEN line of Incubators, Brooders and Brooder Stoves more than satisfactory and can get hundreds of testimonials of Stronger Chicks and almost perfect hatches with the QUEEN. We have sold the QUEEN line for 9 years and increased our sales from 6 to 8 pieces per year to 50 pieces. We cannot too strongly recommend the QUEEN line."

If You Want to Make a Success of Your Poultry Supply Business you must sell a good incubator. A cheap, uncertain incubator means death to chicks and death to business.

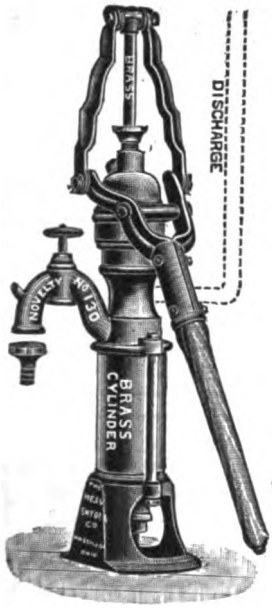
The Queen is known all over America as a high-grade moderate-priced incubator that delivers high-percentage hatches of chicks that live and grow.

It will make friends and business for you. Ask us about terms, etc.

QUEEN INCUBATOR COMPANY
LINCOLN, NEBRASKA

Queen Incubators

GET IN A SUPPLY OF
NOVELTY FORCE PUMPS
And treat your customers to the best.



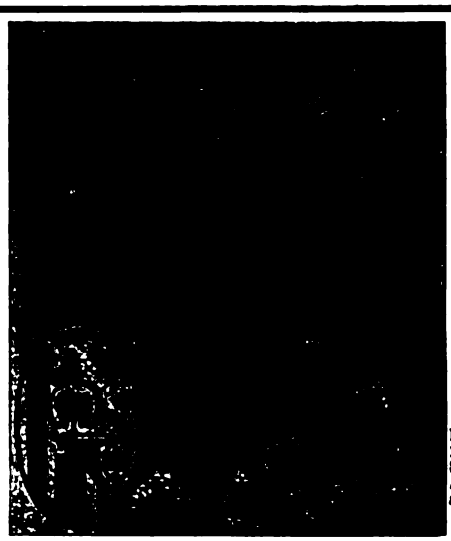
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We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio



No. 101 Surface Adjustable

RED RIB

Strongest trolley made. Easy running. Tandem wheels, roller bearing, hinged and flexible.
The track will not spread because of solid double-grooved wheels and arched treads. Sheds water. Bird proof.

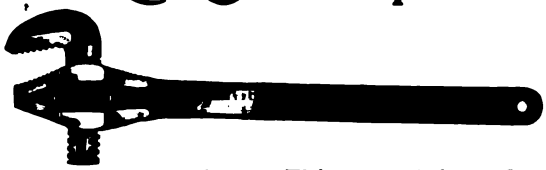
Capacity:
- No. 100 A for doors up to 300 lbs.
- No. 100 B for doors up to 400 lbs.
- No. 101 A for doors up to 300 lbs.
- No. 101 B for doors up to 500 lbs.

NOTE: The wheels run on the arched treads; adds strength, reduces friction. There is a strong guarantee back of Red Rib.

THE TOPPING MFG. CO., Ashland, Ohio, U. S. A.
For 18 Years Safety Door Hanger Co.
Represented by W. R. Voorhees & Co., The Call Bldg, San Francisco

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This is a *Little Giant* Pipe Wrench



This wrench has only 3 parts—movable jaw, handle and nut. It is drop forged from high quality steel.

Owing to the novel arrangement of the jaws the wrench is "end-opening" and, as can be seen from the picture, will reach places inaccessible to the ordinary pipe wrench.

This wrench is made to **use**. On strength tests the 14-inch size shown above has successfully withstood stresses in excess of 4700 inch lbs. (Government requirements are only 2800 inch lbs.) This is a **man's** wrench. Be the first to sell it in your section.

GREENFIELD TAP AND DIE CORPORATION
GREENFIELD, MASS., U.S.A.

Three Leaders from the "Sacks Line"

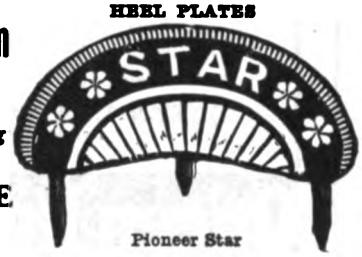
Write for Latest Catalog and Price List

STAR HEEL PLATE COMPANY
LOUIS SACKS, INC.
357-391 Wilson Ave., Newark, N. J., U. S. A.

Nevada and Utah Representatives: E. C. Coffin Company, 424 Ness Building, Salt Lake City, Utah.

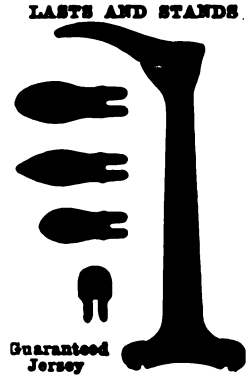
Pacific Coast Representatives: Mr. J. J. Wirtner, 2d and Mission Sts., Room 511 Wells Fargo Bldg., San Francisco, Cal.

HEEL PLATES



Pioneer Star

LASTS AND STANDS



Guaranteed Jersey

COBBLER SET



Improved, Economical



BURNT IVORY BRAND SECOND GROWTH HICKORY

Axe, Pick, Sledge, Hatchet, Hammer and all Mining Tool Handles. Known everywhere as the Best.

IVORY HANDLE COMPANY - Hope, Arkansas

TATTOO EAR MARKERS FOR LIVE STOCK



Three-Letter Marker

The Only Permanent and Reliable Means for Live Stock Identification. For Hogs, Sheep, Cattle and Horses

GOOD DISCOUNTS—GOOD SELLER—REPEATS

SEND FOR OUR DEALER PROPOSITION

F. S. BURCH & CO., 152-154 W. Huron Street, CHICAGO, ILL.



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.
Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver



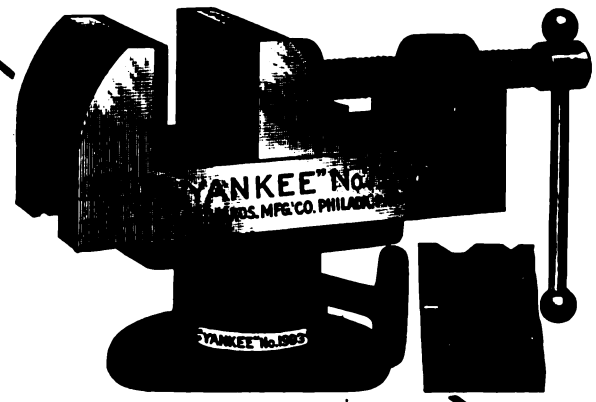
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"YANKEE" VISES

With Detachable Swivel Base

FOUR SIZES

No.—	1991	1992	1993	1994
Jaws open, inches.	1½	1 15-16	3⅛	4
Height, inches ...	3⅛	4⅛	5¾	7⅝
Length, inches ...	4⅝	6	8⅜	12¼
Net weight, lbs....	3	6	14	41



Your Jobber Can Supply You

The vise is accurately machined on the bottom, sides and end, for use in holding work in several positions on drill press, shaper, etc., allowing it to pass through several operations before necessary to change it in the vise. An entirely distinct feature in vises and one that is quickly appreciated by Tool Makers, Pattern Makers and Machinists.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.

AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR

QUALITY and DURABILITY

AMERICAN SEAL PAINT — MANUFACTURED BY — PLURIBUS UNUM — William Connors — TRADE MARK — TROY PAINT AND COLOR WORKS, TROY, N.Y. — ANY DESIRED SHADE OR COLOR

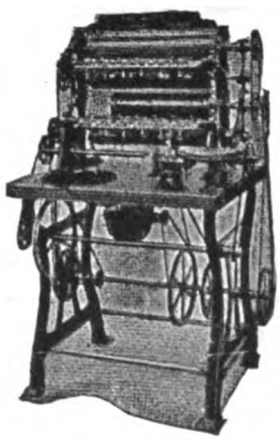
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MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. 1921

If it Was Possible to Accumulate —the Total Figures



of the number of the safety razor blades manufactured in a single year by the three hundred or more safety razor blade manufacturers of the world — the figures would be so large as to be beyond understanding. Here is the Gillette people making the statement in their annual report that they sold 285,359,160 blades during 1921 — Now add the figures for the rest of the crowd and think what a lot of money can be made sharpening all these blades at 25c per dozen. Some money. The Hatfield Machines sharpen dulled blades as fine as when new, again and again. Also the Old Fashioned Jack Razors, Barbers' Clips, Knives, Scissors and Shears, etc. 7 Machines. Write for booklet.

HYFIELD MFG. CO.

292 Church Street - - - New York City

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MAYDOLE HAMMERS

THE WORLD'S STANDARD

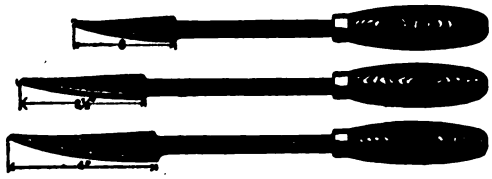
Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect



The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.

BUFFUM TOOL CO.
LOUISIANA, MO.

Curved Bearing Scrapers



No. 1766—3-in. Scraper .....List $4.20 doz.
No. 1767—4-in Scraper .....List $6.00 doz.
No. 1768—5-in. Scraper .....List $7.80 doz.
No. 1765—Set of above tools .....List $1.50 set.

Three Cornered Bearing Scrapers



No. 1754—Blade 3½ in. .....List $3.00 doz.
No. 1754A—Blade 6 in. .....List $3.60 doz.
No. 1755—Blade 8 in. .....List $4.20 doz.

HIGH GRADE TOOLS FOR HIGH GRADE WORKMEN

C. W. GAUSE COMPANY
WESTERN SALES AGENTS
693 Mission Street - - San Francisco, Cal.

SAND'S
CERTIFIED LEVELS
At New and Lower Prices



The lowered prices include SAND'S aluminum, the lightest and strongest level made—together with the various models of SAND'S Levels in Pine and Walnut.

You may as well sell just the level your customer wants. Even the dollar level bears the mark "SAND'S," so long known by expert workmen as the mark of better levels.

Write for descriptive price list. You can get a level for every purpose with SAND'S built-in accuracy.

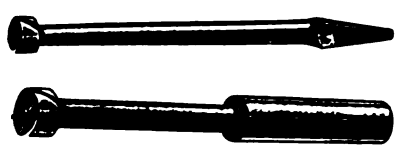
Remember, lower prices now on the finest levels shown.

J. SAND & SON
1859 Rivard Street - - Detroit, Michigan

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

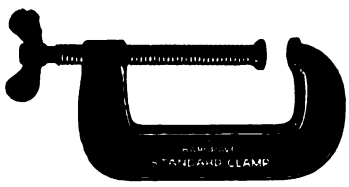
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BOMMER
SPRING HINGES

STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply.

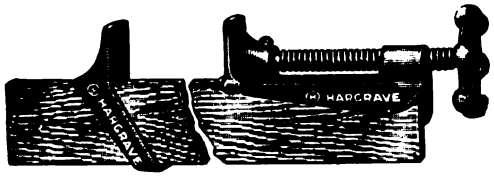
BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N. Y.



STANDARD CARRIAGE CLAMPS



PERFECTION STEEL BAR CLAMPS



CLAMP FIXTURES FOR WOOD BAR

Send for our new catalog showing complete line of up-to-date Clamps, and many other "HARGRAVE QUALITY" TOOLS which you can handle to advantage.

THE CINCINNATI TOOL CO.

Montgomery and Waverly Ave., Cincinnati, Ohio

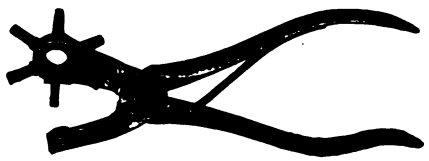
CARLSON & FRAHM, Pacific Coast Representatives
268 Market Street, San Francisco
P. O. Box 397, Station C, Los Angeles



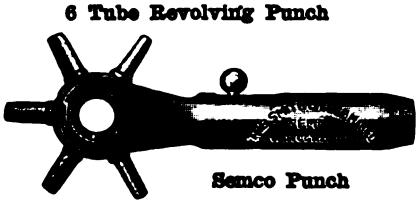
SASH CHAIN



CABLE CHAIN



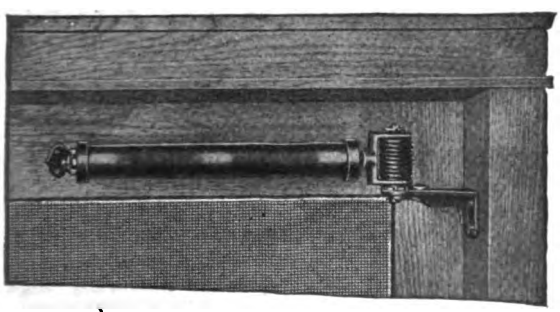
6 Tube Revolving Punch



Semco Punch

THE SMITH & EGGE MFG. CO.

"Originators of Sash Chain"
BRIDGEPORT, CONN., U. S. A.



The Smith Screen Door Check

Closes the Door Quietly and Firmly

A QUALITY PRODUCT

MADE BY

F. H. Smith Manufacturing Co.

3037 Carroll Avenue, Chicago, Illinois

Manufacturers of
Rivet and Fastner Setting Machines

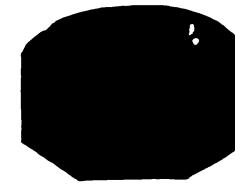
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S. A. E. Standard Nuts Milled From Bar Stock

¼" to 1" in Cartons



Western Screw Products Co.
ST. LOUIS, MISSOURI



Represented by
LOUIS J. ZIESEL CO.,
216 Market Street, San Francisco, Cal.

SCREW MACHINE PRODUCTS TO BLUE PRINT OR SAMPLE



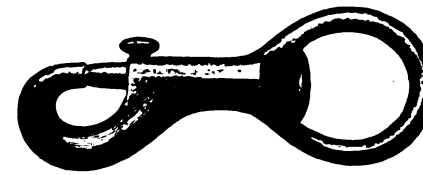
"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

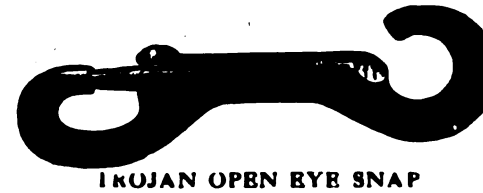
SNAPS

FOR THE HARDWARE MAN

FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1½ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

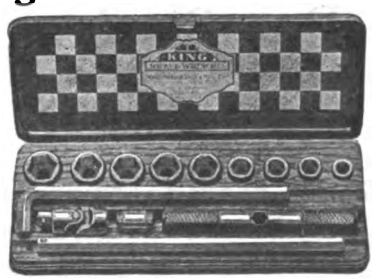
Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

King Socket Wrenches

For Every Nut

On Every Car

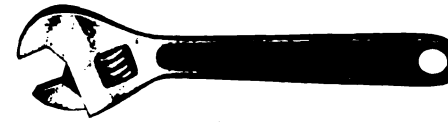


In The Handy Steel Box

KING PRESSED STEEL & MFG. CO., Boston, Mass.

THE ARROW WRENCH

DROP FORGED HEAT TREATED



A QUALITY TOOL

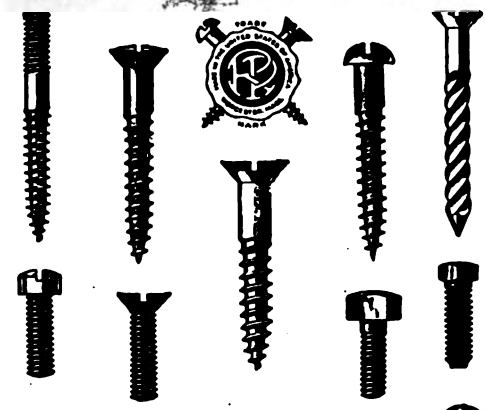
An exacting standard is maintained in the manufacture of the Arrow Wrench.

When an order is placed for these tools, there is an assurance of receiving a uniformly high quality.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.

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WOOD SCREWS

MACHINE SCREWS STOVE BOLTS
SET SCREWS CAP SCREWS
RIVETS BURRS BOLTS NUTS

REED & PRINCE MFG. CO.

MAIN OFFICE AND PLANT, WORCESTER, MASS., U. S. A.
BRANCH, 121 NORTH JEFFERSON STREET, CHICAGO, ILL.

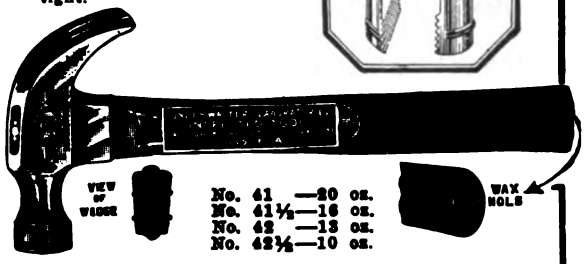


No More Loose Handles

The VAUGHAN'S Expansion Wedge

is a notable improvement in Hammer construction. You can always keep the Handle tight.





No. 41 —20 oz.
No. 41½—16 oz.
No. 42 —13 oz.
No. 42½—10 oz.

All hammers with the VAUGHAN'S EXPANSION WEDGE are sold under our UNCLE SAM BRAND. Uncle Sam Hammers are the only Hammers that have the Underwriters' Laboratories Label as an inspected Tool. Write for Booklet No. 10 which describes in detail how the Underwriters tested and approved Uncle Sam Hammers.

VAUGHAN & BUSHNELL MFG. CO.

2114 Carroll Avenue — Chicago, U. S. A.

UNCLE SAM TOOLS

Ask Your Jobber for

Caldwell Sash Balances



33 years of service PROVES their superiority. They counterbalance sashes perfectly. Cheapest method for modernizing old windows.

CALDWELL MFG. CO., Rochester, N. Y.

Low Prices Plus Quality Is Making Our Line Sell

EVERY ARTICLE GUARANTEED

SPECIAL REINFORCEMENTS ON OUR ALUMINUM LEVELS MAKE THEM MORE ENDURABLE

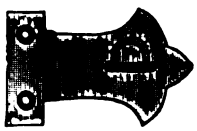
OUR LINE OF MASON'S, CARPENTER'S AND PLASTERER'S TOOLS IS COMPLETE

WOOD AND ALUMINUM LEVELS, DARBIES, HAWKS, FLOATS AND PADDLES

ACME PATTERN WORKS, Inc.

487 to 495 56th Ave., W. ALLIS, Milwaukee, Wis.

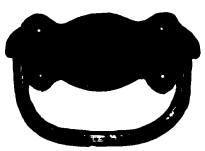
Represented by
W. R. VOORHEES CO., Call Bldg., San Francisco, Cal.



No. 811



No. 480



No. 284



No. 578

THE BRAINERD LINE

BOX, CHEST, REFRIGERATOR, CABINET, FURNITURE TRIMMINGS

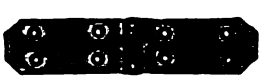
IN STOCK FOR PROMPT SHIPMENT

THE BRAINERD MFG. CO.

East Rochester, N. Y., U. S. A.



No. 6



No. 99



No. 545



No. 840

NEY

NEY'S Line of Chain Includes:



Ney's Weldless Chain, Brown Pattern, in sizes from No. 5/0 to No. 6 shipped in 250-ft. reels or bags of 100 ft., either bright, sheradized or galvanized finish; also Ney's Brown Pattern Cowties, Tie-out, Halter and Porch Swing or Hammock Chains. Get your copy of our new Catalog No. 25, just off the press.

Ask your Jobber for Ney Equipment

THE NEY MANUFACTURING CO.

Minneapolis, Minn. — Established 1879 CANTON, OHIO — Council Bluffs, Iowa

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SWEDISH TOOLS are noted for their durability





"BANKO" SCYTHES are the best Swedish scythes made. They are made of three steel layers, two soft and one hard, which have been forged and drawn out by hammering. They are warranted to hold their cutting edge and are perfectly balanced. Cutting edge is polished, all other parts forged black finish and oiled. Will fit any American Snath.

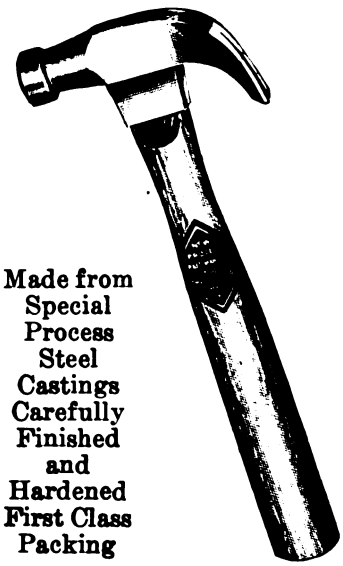
☆SSA☆

A BETTER TOOL MAKES A BETTER MECHANIC. SSA pliers represent the highest possible quality and may—for strength, durability and elegant finish—be considered in a class by themselves. Model pictured is No. 25 combination pliers, extra strongly made with riveted joints. Comes with metal or rubber insulated handles.

— SOLD BY —
SCANDINAVIAN-WESTERN IMPORTING CO., LTD.
116 Broad Street, New York City

WESTERN IMPORTING COMPANY
509 East Hennepin Avenue - - - Minneapolis, Minn.

Craftsman Steel Tools
THE QUALITY LOW PRICE LINE



Hammers
Hatchets
Axes
Wrenches
Pliers
Folding Rules
Tool Kits
—
Also Best Quality Hickory Handles
—
Write for Catalog W
Ask your Jobber for Prices

Made from Special Process Steel Castings Carefully Finished and Hardened First Class Packing

THE CUSHMAN COMPANY, Inc., Champaign, Ill.
Western Representatives: C. EDWARD WOOD CO.
San Francisco, H. B. Holman, Postal Telegraph Bldg.
Los Angeles, C. Edward Wood, Mason Opera House Bldg.

PORTER'S
New Easy Bolt Clippers
Look!
A New Clipper



12" long; cuts up to 3/16".

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:
Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 553 Hollywood Av., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord — Shade Cord
Clothes Lines — Masons' Lines
Solid Braided Rope — Chalk Lines

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.
JOHN T. BOWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City

The DUMBWAITERS and ELEVATORS

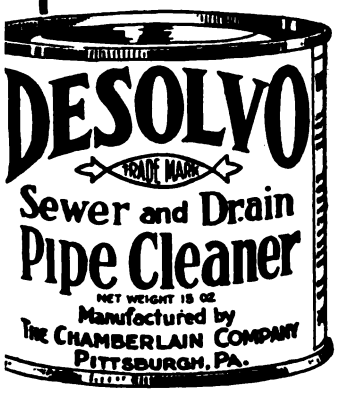
MANUFACTURED BY

The Storm Manufacturing Co.,
Newark, N. J.,

ARE DESIGNED TO BE HANDLED BY HARDWARE STORES

Write for Bulletin No. 4-U — 23-A

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YOU AND YOUR CUSTOMERS

BOTH PROFIT AND ARE SATISFIED

WHEN YOU SELL THEM

DESOLVO Drain Pipe Cleaner

Every month in the year is a good selling season for DESOLVO. Drain pipes have a habit of getting clogged without regard to season. DESOLVO is a profitable seller because it is a steady all year-round seller.

BUILDS UP CONFIDENCE AND TRADE

DESOLVO cleans out clogged drain pipes. It is the only drain pipe cleaner that will work successfully with COLD water.

Increased Sales result from displaying it.

ORDER FROM YOUR JOBBER—
BE SURE TO SPECIFY DESOLVO

THE CHAMBERLAIN COMPANY - Pittsburgh, Pa.

Canadian Distributors
Chamberlain Desolvo Co., 109 Church St., Toronto, Ontario

Pacific Coast Agents
SPRAKE SALES CO., Inc.

G. T. Sprake, 216 Higgins Bldg., Los Angeles
F. H. Chown, 1121 Gasco Bldg., Portland
J. C. Hooper, 813 Postal Telegraph, San Francisco
Prentiss N. Rice, 506 Charles Bldg., Denver

Hay - Budden Solid Forged Anvils

SOLD THROUGH THE TRADE



First Solid Forged Anvil Made in America
Over 300,000 in Use
Fully Guaranteed

WESTERN SALES REPRESENTATIVES
Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 553 Hollywood Av., Salt Lake City
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ALL GOOD SELLERS

PRICED TO SUIT THE TIMES

Write today for catalogue. Many other useful things



AMERICAN SCALE CO., Sta. B, Kansas City, Mo.



If it has not the round fulcrums, it is not a DU-BLAKE.

DECLARED A WONDER

DU-BLAKE PERFECT CAN OPENER

Clean Cut, Safe and Sanitary Edges

WORKS SO EASY A CHILD CAN USE IT

Tested and Approved by { Good Housekeeping Institute, The Tribune, Modern Priscilla Proving Plant and National Sportsman

Aluminum Channel. Best Steel Blade and Fulcrums.
Manufactured by **DU-BLAKE MFG. CO.**, Toledo, Ohio

Western Office: 610 Maple Avenue, Los Angeles, Cal.

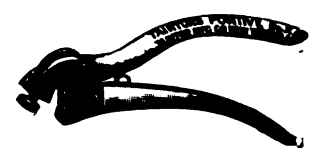
SILVER LAKE

SASH CORD

NET WEIGHTS FULL LENGTHS

Silver Lake Co. - Newtonville, Mass.

TAINTOR POSITIVE SAW SETS

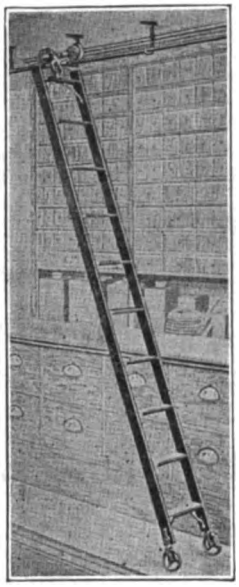


Have Set the Saws and have Set the Pace for over a Quarter Century. Send for Booklet: "Care of Saws."

Taintor Mfg. Co.
113 Chambers St.
New York City

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Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

2415 No. Tenth St. - - - St. Louis, Mo.

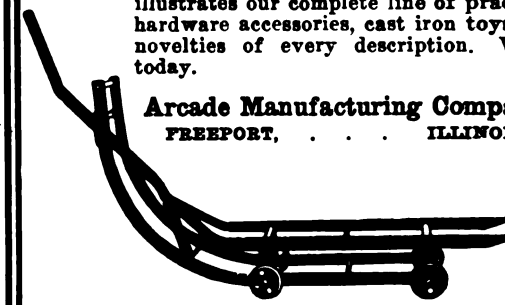
24 Years Duty says it's Good

One customer writes, "I have used one of the Baltzly Stove Trucks for the last 24 years and think it is the best and most durable truck made."

That's saying a whole lot, but nevertheless, that man didn't stretch the truth one bit. Baltzly Stove Trucks certainly prove themselves indispensable in the hardware store.

They're made of steel—solid steel! You can lift and move with ease stoves, coils of wire, crates of glass, refrigerators—anything that's heavy and cumbersome.

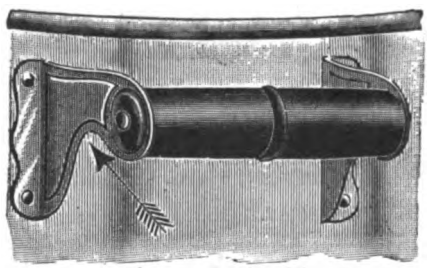
Let us tell you more about this sturdy labor saver; ask for catalog No. 28. It illustrates our complete line of practical hardware accessories, cast iron toys and novelties of every description. Write today.



Arcade Manufacturing Company

FREEPORT, . . . ILLINOIS

Keystone Boiler Handles



No. 1, Regular size for oval boilers.
No. 2, Regular size for square boilers.
No. 40, A new style made to hook over the edge of sinks, etc.

The illustration represents the No. 40 handle. The sides are heavy stamped steel, nicely trimmed. Send for samples.

BERGER BROS. CO.

Office, 229-231 Arch Street
Store, 237 Arch Street
Warerooms and Factory, 110-114 Bread Street
PHILADELPHIA

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches.

Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, - San Francisco, California

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Show Them — You Sell Them

Brownee Fruit Press



Long Life

Low Price

Home Press for making Jelly, Jam, Cider, Grape Juice

—

NOW!

HOME FRUIT PRESS MARKET UNTOUCHED

You can cash in on this money-maker

Charles J. Wachter Co.

105 North Second Street - - Philadelphia

Turnover— That's What You Want!

Wrigley made millions selling an article for a few pennies,—but selling over and over to the same people. Not how much profit per sale, but how many SALES and how many repeat sales.

The same principle holds true with STOVOIL and the hardware merchant. In two words, STOVOIL means VOLUME BUSINESS! And volume business means the steady, day-in and day-out business that's the bulwark of all retailing.

Women Everywhere Know STOVOIL

The big, dominant women's magazines tell all women how STOVOIL banishes rust on kitchen stove, on fastenings and household fixtures; how it imparts a satin finish,—how it has no odor or stain. Nearly every big operating gas company uses and endorses STOVOIL. Domestic Science Laboratories approve and recommend it enthusiastically.

What is the result! Sales—sales—and more sales.

Let Us Tell You

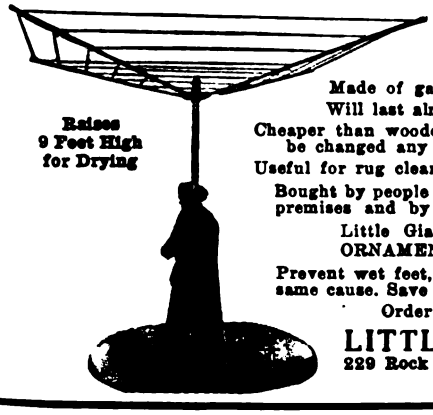
about the success other hardware retailers are having with this household necessity. Facts and figures talk to business men and we have them to prove our story. Now is the time,—TODAY. Write to

Tom Tap

SUPERIOR LABORATORIES
Gen. Offices, Dep't 516,
Grand Rapids, Mich.
Pacific Coast Distributors,
GENERAL SALES CORPORATION
San Francisco, Cal.

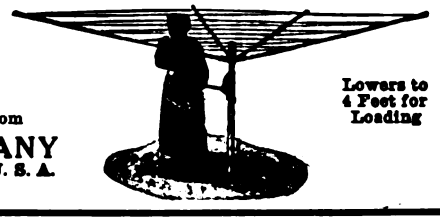
TOM-TAP Stovoil BRAND

Little Giant Clothes Reel



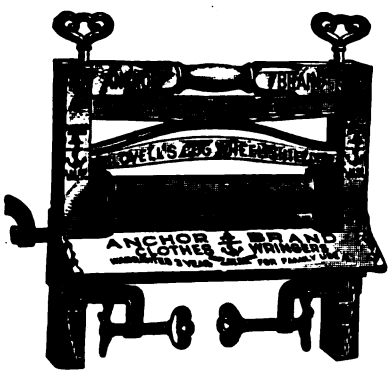
Raises 9 Feet High for Drying

Guaranteed FOREVER against defective material and workmanship.
Made of galvanized pipe and has 125 feet of soft, smooth, steel galvanized wire line.
Will last almost indefinitely and is unlike anything else made for the same purpose.
Cheaper than wooden posts with arms and wire. Easily and quickly erected and location can be changed any time.
Useful for rug cleaning, airing clothing, etc. One erected in any neighborhood sells many more.
Bought by people who take pride in their home premises and by men who love their wives.
Little Giant Clothes Reels are ORNAMENTS, not EYESORES.
Prevent wet feet, colds and other illness from same cause. Save doctor bills and lighten work.
Order from your jobber or direct from



Lowers to 4 Feet for Loading

LITTLE GIANT COMPANY
229 Rock St., MANKATO, MINN., U. S. A.
Established 1876



Have You Proved This?

We have proved that a correct design in a universally used article, manufactured strictly for improving its service to the public, will in due time build up a productive organization able to revolutionize previous habits in that line.

Take Clothes Wringers.

Clothes Wringers to-day are common and inexpensive. But they are only common because Anchor Brand led the way.

Anchor Brand is the Clothes Wringer for most American families.

ANCHOR BRAND TRADE MARK

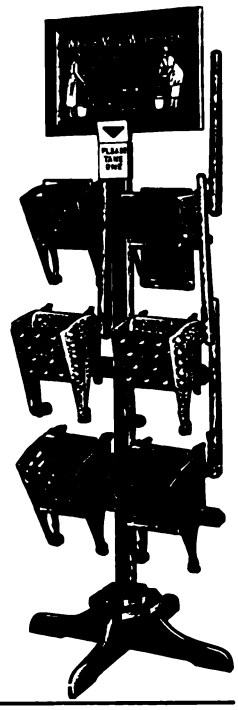
Anchor Brand Clothes Wringers

LOVELL MANUFACTURING CO., ERIE, PA.
Largest Manufacturers of Clothes Wringers in the World

L. M. Co. Erie, Pa.

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It Sells Mop Wringers



Our handsome new Display Rack, shown here, actually sells our wonderful "CAN'T SPLASH" Mop Wringer without the aid of a salesman.

25,000,000 American women are without Mop Wringers. They readily buy the CAN'T SPLASH when it is properly displayed. Get your share of this big business.

Mail us this coupon and we will send you our Sales Plan for obtaining this Display Rack free together with free advertising folders, imprinted with your name and address.

WHITE MOP WRINGER CO., 37-43 Mohawk St., Fultonville, N. Y.
Please send your "CAN'T SPLASH" Mop Wringer Sales Plan.
Name.....
Address.....



If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied

HOWARD Woodenware

Made of Select Sitka Spruce

Ironing Boards
Pastry Boards

Clothes Driers
Step Ladders

a Complete Line of

Washboards

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

HOWARD MANUFACTURING CO.
8th Ave. W. and Ewing St. . . Seattle, Wash.

Representatives,
Los Angeles—H. D. Tyler & Co., 5th Floor Higgins Bldg.
San Francisco—H. D. Tyler & Co., 512 Pacific Bldg.
Portland—Strimple & Cox, Corbett Bldg.
Denver — 412 Boston Building

TRINER Slanting Dial FAMILY SCALES



No. 24, Steel Platform
No. 25, Tile Platform
No. T-25, Polished Tin Scoop, With Steel Forks
No. T-26, Steel Platform and Polished Tin Scoop

The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high, 6 in. wide, 7¾ in. deep. Dial 6 in. in diameter.

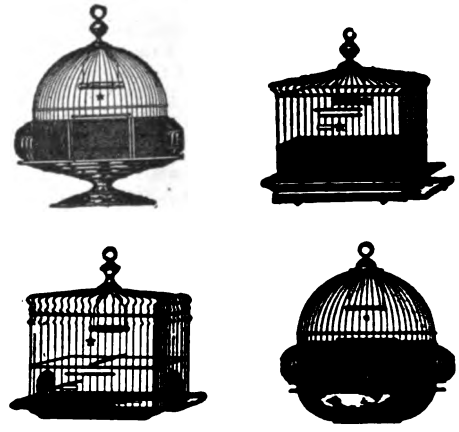
Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-first Street, CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

O. LINDEMANN & CO.

35-37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Cenger, 703 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia

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"You see them everywhere"

Nitrogon Incandescent Lamps

TUNGSTENS — NITROGENS — ALL TYPES

Attractive Electrical Display Rack for your window or counter now ready for delivery

ASK YOUR DISTRIBUTOR

MR. DEALER: There is a jobber distributing NITROGON lamps in every principal city.

NITROGON ELECTRIC CO. - Factory, Newark, N. J.

LLOYD SALES AGENCY, Furniture Exchange Building, San Francisco, Pacific Coast Sales Representatives

MAGNETIC CLOTH

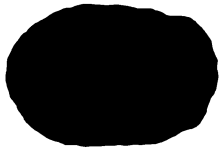
CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known.



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents



Send us your jobber's name if he can't supply you.

Manufactured by

JOHN W. GOTTSCHALK MFG. CO.

Lehigh Ave. and Mascher St. Philadelphia, Pa.

McDONALD & LINFORTH

Pacific Coast Reps., 739 Call Bldg., San Francisco

It's a Sled on Wheels

BILLY BUSTER FLYER

DON'T NEED SNOW OR ICE



Body Finished in Light Blue Enamel with Red Trimmings

Patented Stabilizing Gear on front axle. Prevents sudden turning of front wheels and gives the same action as a sled.

No. 20A, 30x13x6"—4¼" Maple Wheels, Metal Bearings
No. 20B, 30x13x6"—4¼" Red Disc Wheels, Metal Bearings
No. 20C, 30x13x6"—4¼" Yellow Disc Wheels, Metal Bearings
No. 30B, 33x13x6"—Yellow Disc Wheels, Metal Bearings
No. 30A, 33x13x6"—Red Disc Wheels, Metal Bearings

PACKED 2 IN SHIPPING CASE; WEIGHT 20 LBS.

WE MANUFACTURE A COMPLETE LINE OF

WHEEL GOODS, TOYS, GAMES

Our prices are down to pre-war basis and deliveries are prompt.

Write us direct or write our Western Representative and you will receive prompt reply.

WILDER MFG. CO., St. Louis, Mo.

Western Representatives:

H. D. TYLER & CO.,
512 Pacific Building, San Francisco, Cal.
Fifth Floor, Higgins Building, Los Angeles, Cal.
1022-23 Alaska Building, Seattle, Wash.
412 Boston Building, Denver, Colorado

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O. MUSTAD & SON

Manufacturers

CHRISTIANIA, NORWAY

Established 1832

Mustad Key Brand Fish Hooks

are always preferred, because they are right in Shape, Temper and Finish

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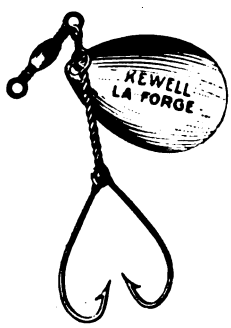
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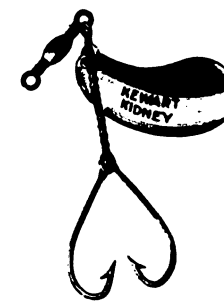
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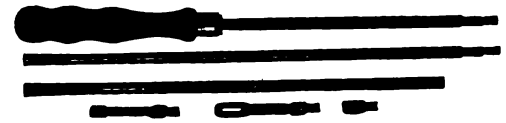
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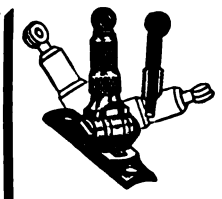
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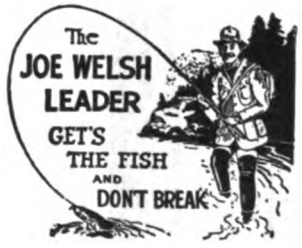
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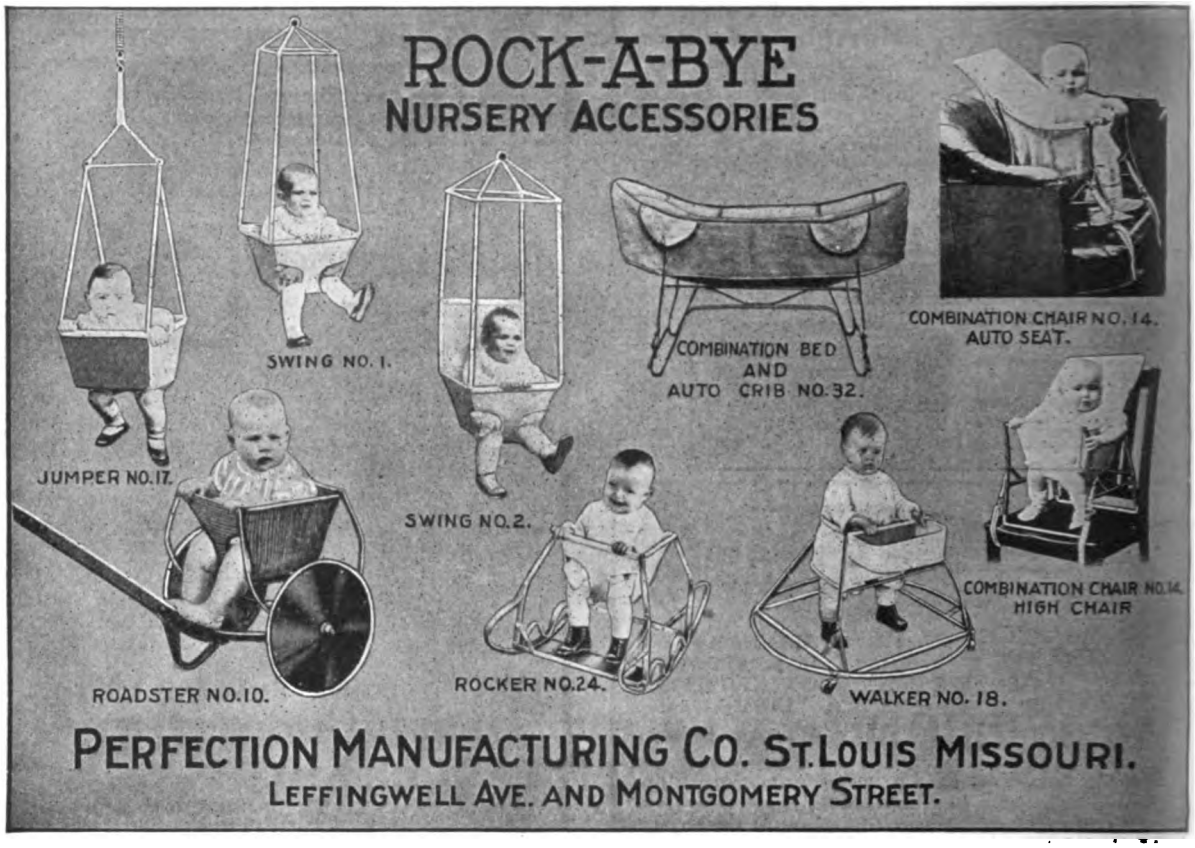
The Blue Devil darning needle floats. Bass and Trout sizes with three foot leader attached, 75c.

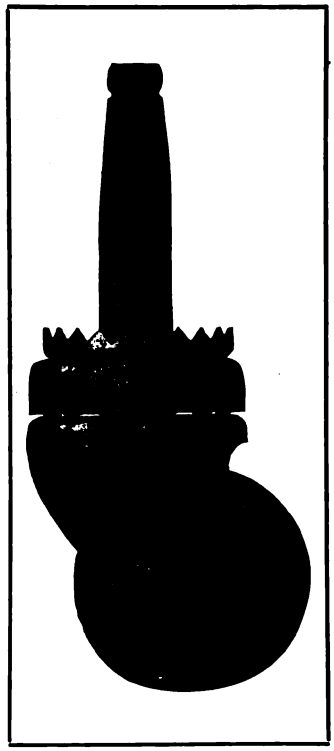
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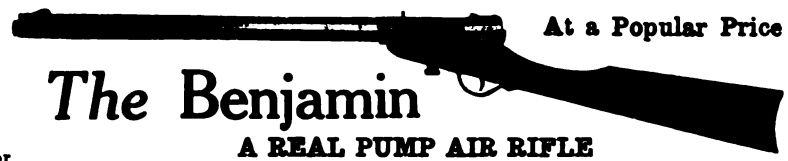
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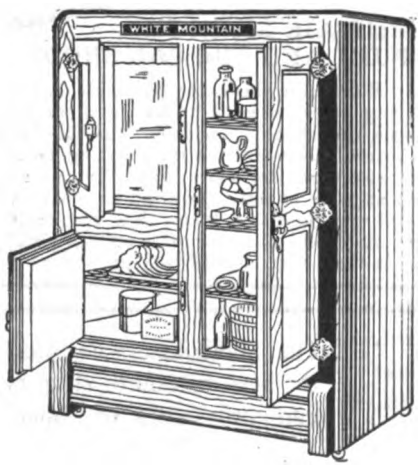


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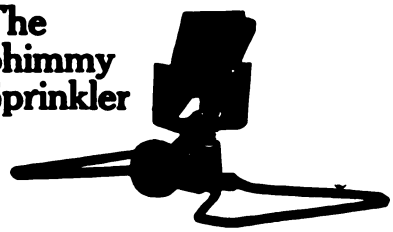
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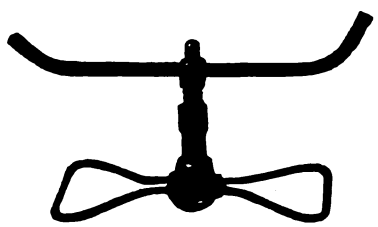
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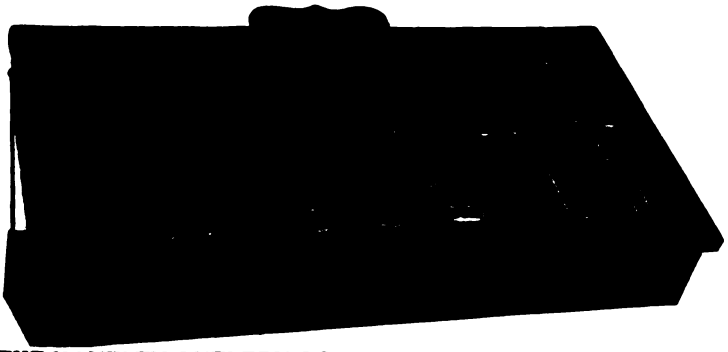
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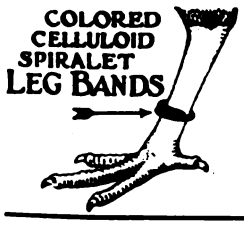
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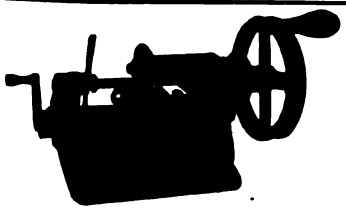
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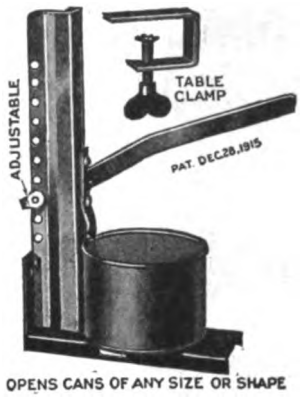
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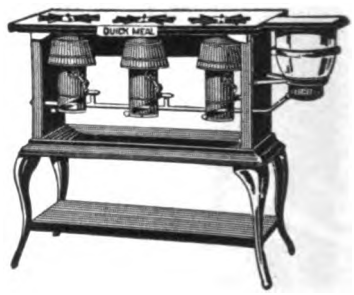
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We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
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We also carry a large line of
COAL RANGES

We also carry a large line of
GAS RANGES

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They're Buying Now!—

Now—there are thousands of good prospects ready to buy Gold Medal Cots, Chairs, Tables, etc. The outing season is on and whether it's a two days, two weeks, or two months' trip, there is a definite need for Gold Medal equipment in the camper's outfit.

Sell your customers on the convenience, comfort, light weight, compactness, and economy of the Gold Medal line. Put in attractive window displays — **show** what you have to sell. They're buying now — why not have them buy from you?

Gold Medal Camp Furniture Mfg. Company

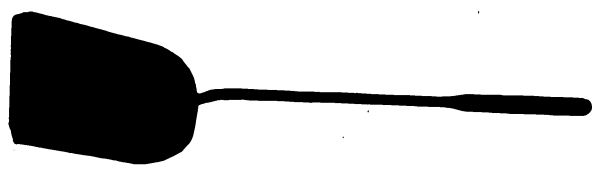
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"GOLD MEDAL" FOLDING FURNITURE

TRADE MARK REG. U.S. PAT. OFF.

"It Was New Last Year But It Is the Standard Fire Shovel Now"

The "NEVERBREAK"



The extraordinary merit of the "NEVERBREAK" Fire Shovel made it in one year the recognized leader of all Fire Shovels.

This Solid Forged Steel Shovel quickly convinced the Public that it was a money-saver, and its steadily increasing sale proves that there is always a market for an article that gives complete satisfaction.

Made with Handles 10, 16 and 20 inches long. Blade on all sizes 5½x8 inches.

Every purchaser of a "NEVERBREAK" is a salesman for your Store.

Can be secured at all leading Jobbers, or write us direct for prices.

MADE ONLY BY

THE UNION FORK & HOE CO. - Columbus, Ohio

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Up-to-date and GROWING

August 1st marks the completion of another addition to the Hygrade plant—the third in six years.

This addition will give to the Engineering and Quality Departments, on whose shoulders rests the duty of maintaining Hygrade Quality, largely increased quarters and complete equipment.

In addition, the top floor will be given over entirely to a greatly enlarged cafeteria and assembly-room for Hygrade activities.

The permanent character of the Hygrade business and the permanent quality built into the complete line of large style lamps bearing the red triangle trademark are well exemplified in the new building.

Facts About the Hygrade Plant

This illustration of the plant of the Hygrade Lamp Company, corner Boston and Bridge Streets, Salem, is accurately drawn to scale.

The entire plant, which has a total connected floor space of 105,000 square ft., is owned by the Hygrade Lamp Company and is occupied by them solely in the manufacture of HYGRADE Lamps.

The capacity of the plant is 30,000 lamps a day.

The building on the right was built in 1916. The first two stories of the building on the left in 1917, and the two upper stories in 1920. Addition connecting these two buildings finished in August, 1922.

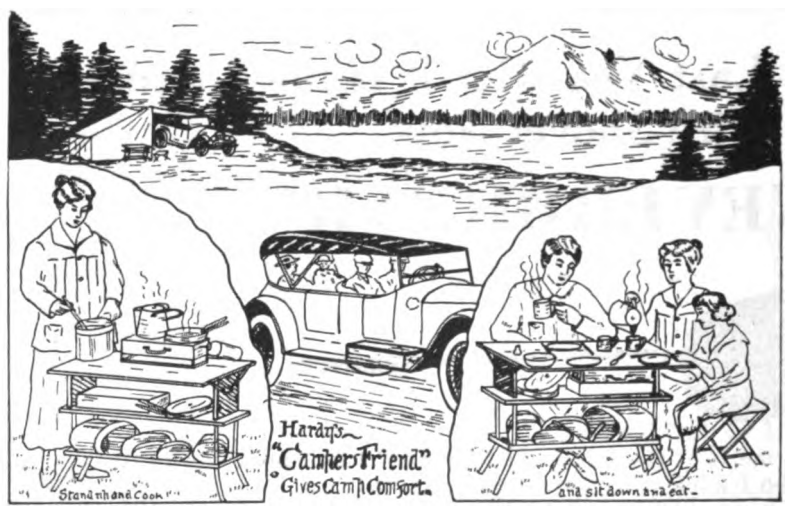
Licensed under the Tungsten Lamp Patents of the General Electric Co

HYGRADE LAMP CO., SALEM, MASS. OMER COX, *Pacific Coast Representative* Atlas Building, San Francisco, Cal.

WESTERN DISTRIBUTORS

Capital Electric Co., Denver, Colo. — The Beebe Co., Portland, Ore. — Baker, Hamilton & Pacific Co., San Francisco, Cal. — Heyman-Weil Co., San Francisco, Cal.

A. L. Frick Electrical Co., Los Angeles, Cal. — Seattle Hardware Co., Seattle, Wash. — Honeyman Hardware Co., Portland, Ore.



Hardy's "Campers Friend"

A Combination
Running Board Box
Camp Cook
and
Dining Table
for
Auto-Campers

A Down-to-the-Minute Camp Outfit That Makes Camp Life Enjoyable

Is carried on the running board of the car and holds a complete outfit for cooking and dining. Stand up and cook on a gasoline stove. Sit down and eat in comfort. No stooping and squatting.

No Smoke, No Dirt, No Blackened Kettles
Converted From Box to Table in Less Than Two Minutes

The most compact, practical and useful Camp Kitchen ever offered the motorist.

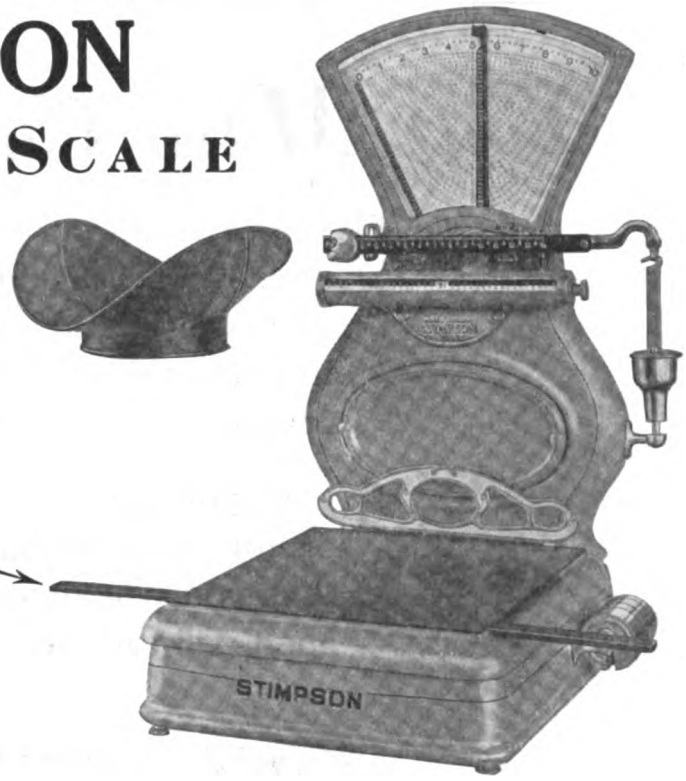
"There's a smile to your journey's end when you use a Campers Friend"

JOHN E. HARDY, Box 3613 - - Portland, Oregon Write for Prices and Folders

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STIMPSON
HARDWARE SCALE

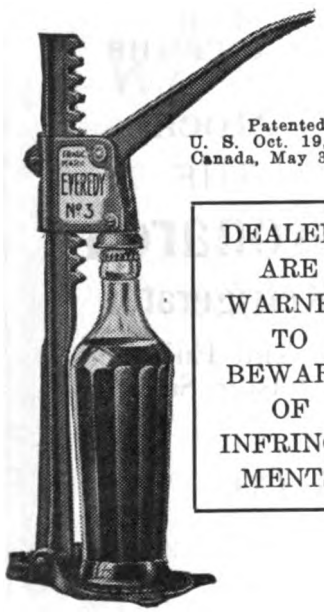
— merely place goods on platform and correct weight and value are given instantly — automatically.



Both wire rack extensions fold back into base when not in use, without adjustment of balance.

Write for full particulars

Stimpson Computing Scale Co.
INCORPORATED
LOUISVILLE . . KENTUCKY



Patented
U. S. Oct. 19, 1920
Canada, May 3, 1921

DEALERS ARE WARNED TO BEWARE OF INFRINGEMENTS

Furnished with rubber-cushioned base, as shown, or with 10" hardwood base.

Pacific Coast Representative
E. B. HAPPOLDT,
461 Market Street, San Francisco

THE
TRADE **EVEREDY** MARK
Bottle Capper No. 3 for Home Use

Warranted Unbreakable
Made entirely of Malleable Iron and Steel

There is no set limit to the amount of Capping that can be done with an Everedy.

The speed and skill with which it is operated numbers the amount of bottles than can be capped.

And all bottles are sealed absolutely air-tight.

The pressed steel capping head with reinforcing flange assures this.

Packed in individual cartons, half dozen to shipping carton, weighing 23 lbs. See your Jobber.

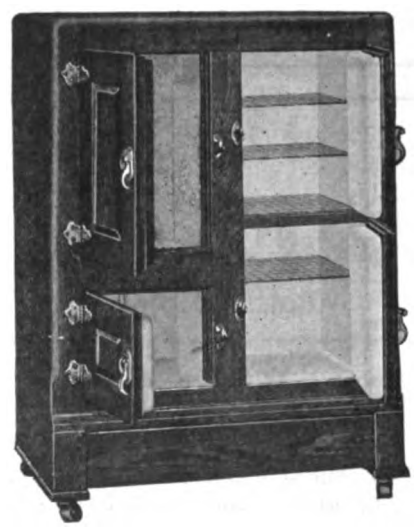
Manufactured by
The Everedy Bottle Capper Co.
Frederick, Maryland

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Your Main Chance

¶ The season for Iced Tea, Cold Melons, Fresh Milk, Salads and Cool Refreshments is bound to bring the customer to your store in search of a real refrigerator.

¶ Can you sell from your stock of refrigerators with the satisfaction of knowing that you will maintain your customers good-will toward your establishment.



IT'S
YOUR CHANCE
TO STRENGTHEN
YOUR
REPUTATION
FOR
LEADERSHIP

Stock
THE
Monarch
Refrigerator
And Enjoy
Faster Sales

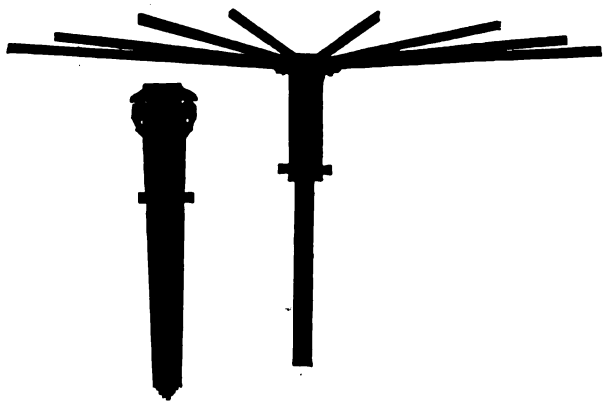
UNION HARDWARE & METAL CO.
Los Angeles, California

The Monarch Refrigerator Works
Burlington, Vermont

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The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

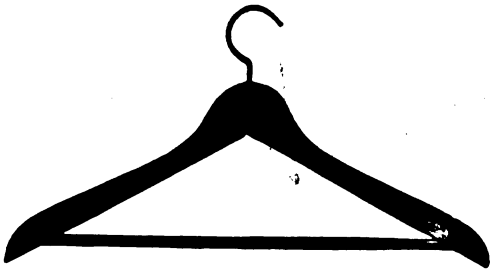
MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

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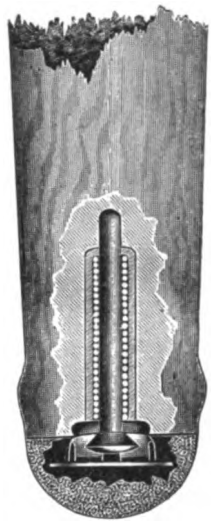
H. M. GREENER SALES CO.,
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The New Boston Rubber Chair Tip

SprinGriP
TRADE MARK



PATENTED

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THE RUBBER TIP AND ITS PARTS

BRASS WASHER



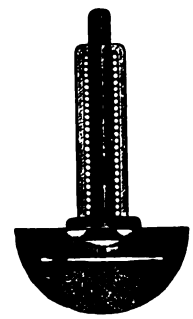
BRASS NAIL



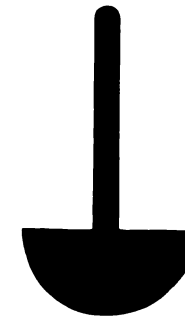
SPRING SOCKET



COMPLETE TIP ASSEMBLED



RUBBER TIP WITH THE BRASS WASHER AND NAIL MOULDED IN SAME



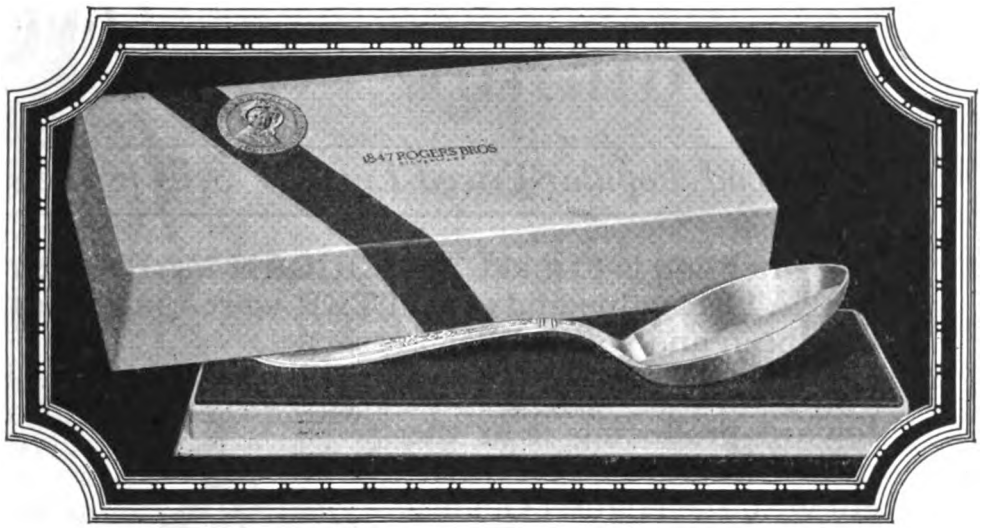
Assortment Box of Rubber Chair Tips for Furniture



THE ELASTIC TIP CO.
370 Atlantic Avenue
BOSTON · MASS.

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1847 ROGERS BROS.
SILVERPLATE



The Ideal Anniversary Gift

The merchant should realize the wonderful possibilities there are in this idea of Silverware as the Anniversary Gift. No dealer who does realize these possibilities will fail to educate his public to buy silverware for the birthday, the wedding anniversary and other anniversaries.

What does the fact mean to you that silverware can be given by A to B, anniversary after anniversary? It may mean among other things that you have made A a permanent customer. And very likely you have made B one, too.

You've "planted a silver tree from which every once in a while you can gather fruit."

And 1847 Rogers Bros. Silverplate in the Anniversary Gift Box is the strongest kind of an argument for you.

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.

INTERNATIONAL SILVER CO.

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AMERICAN MAID
Aluminum Ware

The Good Popular-Priced Line — Sells for Less

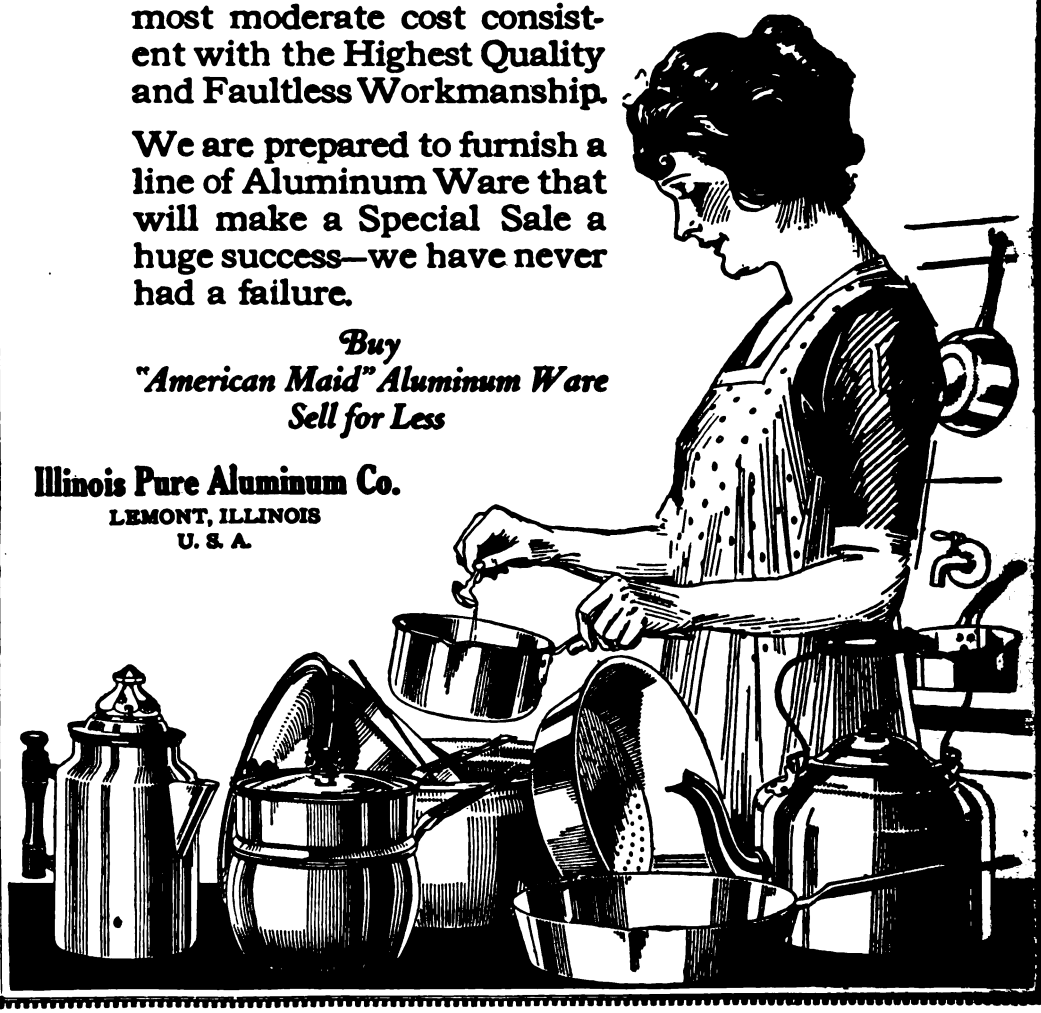
Our intention is to make "AMERICAN MAID" even GREATER value and a BETTER ware than it has ever been and still Sell for Less.

Every effort is being directed toward producing it at the most moderate cost consistent with the Highest Quality and Faultless Workmanship.

We are prepared to furnish a line of Aluminum Ware that will make a Special Sale a huge success—we have never had a failure.

Buy
"American Maid" Aluminum Ware
Sell for Less

Illinois Pure Aluminum Co.
LEMONT, ILLINOIS
U. S. A.



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Hardware World

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Volume XVII AUGUST :: 1922 Number 8

The Most Dangerous "Business" (?) Man

THE profiteering price cutter who takes a standard, identified, widely wanted article and reduces the standard price in order to deceive the unwary customer, is a trade pirate. He is a spider luring the puzzled customer into his web. He is not a public benefactor, he is a public malefactor.

His predatory plan is to fool the purchaser by giving him a few cents on one transaction so that he may rob him of dollars on others. He is a price cutter in order to be a profiteer. He gives 25 buyers a bargain on known goods so that he may overcharge 500 customers on unknown goods.

He piles up profits for his department store or mail order house by the tactics of the green goods man and advertising fakir and the deceived public foots the bill. His success, built on unfair methods, means higher price and lower quality on all goods. In the beginning he robs the customer by fraud and in the end devours him by extortion.

The profiteering price cutter ruins the reputation of high-grade goods and destroys the good will of the makers, thus stealing both purse and good name in one operation. He advertises standard goods at a loss and then seeks to persuade the public to accept substitutes on which he makes money. He demoralizes the price and the product. He forces other dealers to follow his lead or refuse to handle the article. He restricts sales and lessens distribution. His unfair practices leave the manufacturer helpless to protect his business, into which he has put his name, his labor and his money.

The profiteering price cutter drives the small distributor to the wall by the worst form of illegitimate competition. He destroys competition by the very practices the Anti-Trust laws were intended to prevent. He is the cut-throat competitor who is everywhere and always the forerunner of monopoly. He is a restrainer of trade and a lessener of competition. He robs the neighborhoods of their corner stores, which can give best service under fair competition. He shouts for a free market where, in a jungle war, his unscrupulous tactics may give him a strangle-hold on business.

The profiteering price cutter helps to weaken the honesty and morality of American business. He seizes any straw, however, flimsy, to free himself from moral and legal obligations to fulfill

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatman's Bank Building, Broadway and Olive, St. Louis | 1326-1328 First Nat. Bank Bldg., Chicago | 70 Fifth Ave., New York | Phelan Bldg., San Francisco | 105 S. Houston St., Dallas, Texas

888 Taylor St., Portland, Ore. | 502 Higgins Bldg., Los Angeles | 507 Pioneer Bldg., Seattle | 204 Scott Bldg., Salt Lake | 220 Pacific Bldg., Vancouver, B. C., Can.

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contracts and obligations. He breaks down the one-price-to-all system, which is an inseparable companion of business honesty.

He is the author of many degrading tendencies in business. His spirit of disregard of fair play is encouragement to every cheat in business. He helps rot the fabric of American Commerce. He breeds the tax dodger and the canceller of honest contracts and the men who cheat but keep within the law. He encourages "gentlemen's agreements." He is an enemy of the public good and he must go.

Give the independent manufacturer of identified, guaranteed goods the right to maintain his price and his policy and protect his reputation and good will, which depends upon public approval of the price and quality of his product. That will assure a square deal for business and the public.

HARD WORK AND OBSTACLES DEVELOP YOU

When you are tempted to complain about your hard work, remember "an easy time" is your worst enemy.

It is said that Lincoln encountered as many as seven business and political failures in his career. Did they set him back? Not at all. Studying his life and the lives of other famous men we learn that it is not the misfortunes which befell each but rather the manner in which he met it that affected his career.

Men who are noted for their achievements are not easily discouraged. Nor do they expect the world to fall easily into their plans. Is there any work where difficulties do not present themselves? To a man or woman of calibre a difficulty is simply a problem to be solved, though the solution may not be simple. It may entail hard labor and great concentration, but discouragement plays no part in the scheme of life. It has no place, no justification, no precedent and no future.

Note what the first three letters of "satisfied" spell.

BE NOT DECEIVED

Bolshevism and all the other spawn of socialism, by whatever name they are called, would have the world believe that the prizes now awarded to honest, efficient, energetic and conscientious effort are all wrong; that thrift is not a virtue; that to be forehanded and acquire more wealth than is possessed by the poorest of men is a crime, and the man who has the capacity to organize industry and the means and will to employ others is an arch criminal who is to be annihilated. These socialistic isms want no captains of industry, no learned professions, no proprietors of stores, or mines or factories wicked (?) enough to ask their fellow men to work for them. They would not even be satisfied to reduce all humanity to the dead level of mendiocrity, but they seek to elevate the most ignorant, inefficient, undeveloped and unsuccessful into the positions of power and make them the rulers of the world.

It seems almost unbelievable that such doctrines could have any considerable following even in dark Russia. Yet right in this country they are spreading. It is time that normal men and women should make a determined and organized effort to combat them.

Before Lenin and Trotsky took charge of the Russian government, a Russian paper ruble was worth 51c in gold. Today 51c in gold will buy 168,000 Russian rubles.

Take a dollar bill out of your pocket and look at it. Read the statement thereon: "The government of the United States of America will pay to bearer on demand." Realize that the promise of the government of the United States is worth one hundred cents on the dollar—and thus throw out another anchor that will hold more securely your faith in and love of America.

Hard-luck is blamed most by those who have soft heads.

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Give Business a Chance

FARMERS and farm organizations are not restricted in their business activities by anti-trust laws. Labor is also immune. It may conspire to boost wages, it may violate its contracts, it may organize itself into a monopoly to extort unfair tribute from the public, and go free of legal hindrance. But business and manufacture are fenced in by a cordon of restrictions and prohibitions and inspections and directions enforced by a great army of federal and state office-holders, whose expensive and vexatious activities business organizations are compelled to meet from their private resources.

We need not go far to find reasons for the liberties enjoyed by farm and labor organizations in contrast with the multitude of laws against the freedom of business. The eternal vigilance of the farm and labor combinations at the polls, and the general reluctance of business men to engage in political contests, plus the spineless attitude of the average wabbly politician, who is so easily hoodwinked and cowed by these organizations, whose records and history show a long list of unsuccessful attempts to either elect or defeat, explain it all.

Secretary of Commerce Hoover, in addressing a recent conference of Trade Association representatives held at Washington, said among other things, "The Labor Unions solved this matter in securing legislation giving them practically immunity from the restraint of same. The commercial and manufacturing community have not asked for more than interpretive help for questions along the twilight zone of trade restraint. The farm and labor unions thrive by the votes they cast for their own interests, while business is entangled and crippled by restrictions to which farmers and laborers would submit only after exhausting every political resource.

Time for Business to Awake

It seems to be the time for business to wake up to the only remedy for its present hampered condition, which is the energetic exercise of its inherent political power. It has been discriminated against in the laws long enough. Recently the U. S. Supreme Court has told it what it may not do (a series of prohibitions which do not apply to farm business or the business of labor unions) and also a few things it may do under present laws, have been specified by the federal attorney general. Listen to them and note the firm grip the government keeps on even its permissions to business. Business organizations may adopt uniform accounting systems, general standardization of products, cooperative insurance, advertising, collection of statistics, and handling of legislative and legal problems — providing, mind you—they are distributed through the agency of the government to both the trade and the public.

Only what is called the "vertical trust" is permitted to American business. We may have one motor car corporation, operating for its own business only, ore mines for raw material, and lake freighters for its transportation, coal mines for its fuel, and a railroad for its transportation, and that of its finished product; but not a group of corporations, as we understand it, enjoying in common the same combination of business utilities and economies. In Germany large groups of producing companies not only do these things, but fix prices, limit output, and sell both at home and abroad at an enormous advantage over American industrial enterprices.

We do not hold that all these things are advisable here, but certainly it is unfair to industry, manufacture and merchandising in this country that organized labor and organized farm combinations should be permitted to do things without limit that are strictly and expressly prohibited to business in general. What chance have our trade organizations to reach out for the world business necessary to our prosperity, when shackled, as they now are, by law?

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Real Need of the World

(By Norval A. Hawkins)

WE HAVE just passed through a period when men were wanted in great quantities. All during the war the demand was for more and more men—for the battle front and for the industrial work behind the lines. After the Armistice, the great fear in America was that the immense quantities of men employed in war work could not be absorbed by peace time industry.

But the after-war boom continued in a new way the demand for quantities of men. Only in the last year and a half, have we begun to place the principal emphasis on the need for good men rather than for quantities of men.

In 1919 and 1920 the demand of industry in America was for quantities of men. Anybody that bore the slightest resemblance to a workman was given a chance to go to work. Quantity men made about as bad a mess of industry as quantity men made of war. But finally the quantity man was let out in quantities. Millions of idle quantity men lost their jobs. There was a weeding-out process, and quality men began to come into their own again.

It is a very good thing for the world in general that we are judging men now by their quality and not merely reaching out for numbers. The problems of personnel are not mass problems, but involve the consideration of individual fitness for a job.

It is not necessary, to prove that a great industry must comprise more than buildings, machinery, office furniture, stocks of goods, cash, and customers' accounts. These are only the mechanism of a great industry. Like a machine of any other sort, such factors of a business are lifeless in themselves.

Everywhere in America there are idle factories, full of the finest manufacturing equipment, but there is no life in these great plants. Money gluts the banks, until we have accumulated the most stupendous golden treasure that has been gathered into the hands of any people in the history of the world. Countless thousands of desks, typewriters, adding machines, and other items of office equipment are stored away in darkened, closed rooms.

A witty friend of mine remarked the other day that American business was all dressed up with no place to go. The paraphernalia of industrial efficiency is only a dress suit with nobody in it, and no invitation in the coat pocket.

Clothes Can't Make the Man

What sort of men are we going to put into business clothes? For a long while we just jumbled them up, and a lot of potential executives wore overalls, while day laborers wore silk shirts and patent leathers. But all that is changed, and personnel departments once more are able to make selections.

What are the man-standards by which men are measured today?

Honesty comes first. No institution can render honest service to the public through its products, and can not earn honest dividends upon its securities, unless its personnel is maintained at the highest standard of honesty that measures the purposes and policies of the executives of this great business.

As a merchant can not earn a reputation for honesty, if his clerks lie and deceive customers, so will the reputation of any establishment be soiled if its personnel does not stand for corporation honesty by showing individual honesty. No man should ever be employed without the most careful investigation of his honesty. A shirker is a thief.

I do not mean merely the honesty that doesn't steal. It is even more important that a man's thoughts be honest with regard to his job, the obligations it imposes, and its demands for his honest best in capability. A man is as

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dishonest when he gives less than his best to his employment, as he would be if he cheated by shortchanging his landlord, or his grocer. A shirker is a thief.

Stupidity and Ignorance a Crime

Perhaps intelligence should be rated as the next most important element of man-quality. Did you ever stop to think that there is a pretty close relation between lack of intelligence and lack of honesty? A man who does not bring to his employment as high a degree of intelligence as he can attain isn't honest. Stupidity isn't merely a fault, it is an industrial crime.

We make too many allowances for the lack of intelligence. We should demand more brains, and the supply will increase to fill that demand. A man has no right to give short weight of brains to his job. And you who are responsible for personnel are responsible for the intelligence of the men you employ.

We need to develop in our company a bigger loyalty than any man could feel for an individual division. There should be a loyalty not only to the corporation but to the ideals upon which this tremendous industry is built. And as the loyalty to America is a finer and bigger thing than the loyalty of a man to his city or his state, so will the loyalty of every one of us be greater if we devote it to our general organization first.

Now an honest man, however intelligent he may be, and however staunch his loyalty, will not accomplish anything if he lacks the dynamic quality of energy. We need the best man power in action.

The time has passed when any old car can be sold. And the time has passed when any kind of a man can get a job.

We have gone a long way in the right direction. We must keep going. Progress, permanence, and prosperity will be in proportion to personnel. I congratulate you on a big opportunity.

Although this talk was given to employes of The General Motors Company, it applies equally to you, and as you read this examine yourself and see how much you can take of this and use for yourself. If any is left over then apply it to the "other fellow."

SUPPORT YOUR GOVERNMENT

Just as during the war, business men of the nation responded loyally to the support of the Administration, it is equally important that the same loyalty and co-operation be given at this time to President Harding and his co-workers.

Dangers from within are not usually recognized as were the dangers from without. But business men have a duty to perform in helping to create the right public sentiment, in supporting the President and his cabinet in their stupendous work; for it is true whether you realize it or not that our republic is beset by foes, and insidious propaganda engineered by scheming politicians, yellow journalists and bolshevists that creates a critical situation.

We must remember that the government at Washington lives because the people will it to live.

Remember it is your government and my government, duly installed by a majority vote. Regardless of what self seeking politicians may say, it is our duty to loyally support it, realizing that it would be hard to find a better set of men actuated by a greater or more sincere desire to serve the best interests of the entire people.

Much pernicious political propaganda will continually be given out by politicians seeking to serve their own ends, but read and inform yourselves on both sides of every question before accepting the dicta of those with "axes to grind."

If you have advanced ideas on any subject, do not expect popular applause. The people seldom approve the pioneer. You must get your joy not from the cheers of the populace, but from self-expression. If your ideas are really worth while and you have confidence in their value to the world, the approval of the multitude will be a matter of supreme indifference to you.

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UNITED STATES IMPORTS FOR 1921 SHOW ENORMOUS INCREASES

Last year there were 8,217,968 penknives imported into the United States, 9,072,336 pairs of cotton stockings, 335,115,582 yards of cotton laces and lace articles and 48,136,185 pounds of window glass.

These are a few of the startling figures disclosed by the annual report of the United States Department of Commerce for 1921.

Furthermore, the average price of all the penknives imported was slightly more than 10 cents each.

An analysis of the reports of Mr. Hoover's department for 1920 and 1921 show that the amount of our imports from Germany last year increased by more than half a billion marks. A comparison indicates that our imports of foreign manufactured goods increased in volume, although the value in American money was lower. These importations, flooding the American markets, have been directly responsible for the closing of thousands of American factories because they were unable to compete with foreign labor prices. A worker in Germany today, for instance, receives between $4 and $5 a week. The million-mark-a-year directors of Krupp's receive only approximately $8000 in United States currency.

While the dollar value of our imports from Germany dropped from $88,836,280 in 1920, to $80,279,943 in 1921, the value measured in marks increased from 1,172,638,896 marks, in 1920, to 1,662,046,988 marks last year. This was due to a drop in the average rate of exchange from 0.18 cents per mark in 1920 to .011 cents per mark in 1921.

The following table of dutiable general imports, subject to ad valorem rates, into the United States, was selected at random from the reports of the Department of Commerce for the two years mentioned:

Imports	Year	Unit	Quantity	Value	Average Price
Cotton Embroideries	1920	Yards	24,889,980	$ 2,501,302	$ 0.101
	1921	"	29,885,458	1,493,342	.047
Cotton Laces	1920	"	220,657,981	$13,024,397	$ .059
	1921	"	335,115,582	9,567,366	.028
Cotton Stockings	1920	Dozen Pairs	228,285	$ 908,829	$ 4.09
	1921	"	756,028	1,358,434	1.85
Cutlery:					
Penknives	1920	Dozen	354,791	$ 664,185	$ 1.87
	1921	"	632,164	792,772	1.26
Razors and Parts	1920	"	106,559	$ 526,004	$ 5.20
	1921	"	275,193	515,418	1.89
Scissors and Shears	1920	"	230,111	$ 578,499	$ 2.51
	1921	"	591,785	978,965	1.65

There are two important factors in the importations of cutlery: 1. The increase in the number of dozen imported, and secondly, the average price per dozen. The average price of imported cotton stockings was approximately 15 cents per pair.

The following articles are subject to specific rates:

Window Glass, Common	1920	Pounds	6,228,384	$ 623,919	$ .10
	1921	"	48,136,185	2,638,834	.05
Plate Glass	1920	Square Feet	2,569,565	$ 2,271,288	$ .88
	1921	"	3,106,659	2,069,607	.66
Leather Gloves	1920	Dozen Pairs	890,562	$14,187,173	$17.62
	1921	"	912,856	13,090,412	14.35

These figures show that we have been trying to "import" prosperity, but as a matter of fact we have been increasing business depression and unemployment in this country by squandering our money in foreign markets for foreign goods which could and should have been made by American workmen in the United States.

TOO MANY SALESMEN SELLING FOREIGN GOODS

J. W. Pearson, an enterprising merchant of Oakland, tells us he is being solicited by too many salesmen selling foreign made goods.

He said if these people were not encouraged and given business, American industry would be able to operate full force.

He likes the sound Americanism of the HARDWARE WORLD, and he has this sign in full view in his store:

"We Believe in Encouraging American Industries"

A VALUABLE TABLE

Sargent & Company of New Haven, Conn., have prepared a table of equivalent prices "per dozen" compared with "each," "per gross" compared with "hundreds" and also showing equivalent quantities which they have prepared for distribution to the trade and which they will be glad to send to any of our readers upon request.

This table is valuable to everyone having to do any "figuring" in wishing to know instantly just what the price per dozen would be where they are quoted by the hundreds. The lists begin with $1.00 running up to $100. This is valuable for ready reference and will be most convenient to every merchant.

Give each customer your whole attention, and give just as considerate attention to a little buyer as to a big one.

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"Jazz" a Poor Remedy for Sick Business

WE cannot fancy a less desirable and less effective remedy for sick business than frequent or even occasional doses of "jazz." We are all agreed that business is sick and that a remedy is needed, but we seem to be far from agreement as to what that remedy should be.

Assuming that a careful diagnosis has been made and that we have reasonable knowledge of the causes of the patient's ills, it would seem that the thing to be sought is a permanent cure and not a spasmodic stimulant. We want to see the patient steadily convalescing and getting once more into its old-time stride, not hysterically active and feverishly enthusiastic today and more than ever depressed through inevitable reaction tomorrow.

Among the doctors of the "Jazz" school — and their name just now is legion—the commonest prescription calls for liberal doses of a nostrum called "Drive." This alleged cure-all is not administered as a stimulant to the whole body of the patient but merely as a stimulant to one part of the enfeebled body today and to another part tomorrow, and so on.

It seeks to make the patient get out of bed today and run a mile; get up tomorrow and lift a pair of heavy dumb-bells a certain number of times; get up the following day and throw so many hand-springs; get up the next day and do the highest running jump on record, and so on. The result of such treatment is that the poor patient is worse than ever, nearer than ever to the point of complete breakdown, more than ever in need of rational treatment.

A business subjected to the "Drive" treatment closely resembles action on a football field. First part of the organization is rushed to one corner, next to another, then to one side, then to one end, then back to the center, and at each rush it is piled in a heap and more or less scarred and exhausted. It is whirled about, breathless from much running, blinded by its own sweat, and left shaking in every nerve and muscle with the game more often a draw than a victory.

Vibration in Business Is as Harmful

as vibration in machinery. It wears the organization unevenly and soon results in a deal of noise and rattling because too great a strain has been put on some of the parts and others have been allowed more or less to run idle, or at most to function below normal. This is practically what the "drive" does, acts as a powerful stimulant in spots and as a deadening sedative everywhere else. It exhausts the patient and aggravates the very condition that it is intended to cure.

Isn't it time that we called in our old-fashioned doctor? Isn't it time that we threw all these newfangled "jazz" nostrums into the alley and fell back on the time-tried old-fashioned household remedies?

What we need is something that will cure the patient all over, not stimulate it in spots. It is the whole body that is sick, not a part of it. It needs careful nursing more than anything else. It needs building up, general toning up, rational exercise. The spasms, convulsions and high fevers produced by "jazz" nostrums may be a sign of activity but they are far from being a sign of health.

If a dose of "drive" or any other sort of "jazz" should be indicated at all it might be permissible where the whole body of an organization is in need of a stimulant, but the "drive" seldom if ever works in this way. It works by jerks and spasms. It raises business vibration and reaction dangerously close to the point of delirium. It transforms a merely febrile patient into a epileptic.

Normal, Healthy Business

is smooth-running in all its parts. Anything that disturbs this essential characteristic, even temporarily, may be set down as hurtful. If any part of a business is artificially stimulated beyond the point of normal activity, that part is certain to react and to reduce thereby, for a shorter or longer period, the normally efficient activity of the whole body.

Let us strive to cure our sick business, not "jazz" it into spasms. Give it careful and intelligent nursing. Empty into the sewer all the alleged remedies labeled "Drive" and other terms invented by Dr. Jazz, and dust off the old bottles labeled "Industry," "Work," "Co-operation," "Co-ordination," "Thrift," "Optimism" and "Cheerfulness," prescribed by old Doctor Horse Sense.

Give doses of these homely remedies liberally. Surround the patient with cheerful influences. Inspire it with hope. Keep it rationally balanced. Apply this regimen patiently and persistently and the patient soon will get well and go about its affairs with old-time vigor and intelligence and effectiveness.

WHAT IS COURTESY

Truly one could fill columns on courtesy in business, as it is the most valuable and live asset any business can have and doesn't cost a nickel. Getting right down to hard tacks as to what courtesy is, one can truly say without danger of contradiction,that courtesy is nothing but the old style common garden variety, homegrown honesty, with a little spice of common horse sense thrown in to give it 'pep.'

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Business Men Needed in Congress

Hardware Dealer of Massachusetts Sets an Example of the Kind of Business Men Needed in Congress

Editor's Note: Hon. Charles L. Underhill, member of Congress from Massachusetts, is president of the Underhill Hardware Co., Somerville, Mass., a connection which has continued since 1896. He was a member of the Massachusetts Legislature from Somerville in 1902-3 and from 1908 to 1915, frequently serving as Speaker of the House pro tem.

He was born in Richmond, Va., July 20, 1867, was educated in the public schools and entered business as an office boy in Cambridge in 1880. From 1883 to 1886 he was a coal teamster, and then engaged in blacksmithing until he entered the hardware business.

CONGRESSMAN UNDERHILL recently issued a statement which contained the following very pertinent truths:

"While my boy and your boys were in France helping to save the world from the rule of an autocrat and a demagogue, they left our country unprotected, and through lack of courage and perhaps knowledge on the part of our executives, they laid our land open to the rule of an autocrat and demagogue more autocratic and more unprincipled than any potentate.

"During the war Gompers and Foster, Morrison and Duncan and Woll were boring from within trying to take away from the boys in France their birthright, the right to live and the right to labor when they returned."

Proof of this, he continued, lay in the fact that when his son went to West Virginia to work in a mine, demand was made as a condition of his going to work that he join the United Mine Workers of America.

"Union labor is today reaping in unemployment wage reductions, and the nation-wide revolt against its un-American insistence that it shall be allowed to dictate where, how, and when a man shall work, the whirlwind of its madly selfish war profiteering.

Be Not Deceived by Demagogues

"It is not only false but puerile to blame the administration for deflation of labor since the war. It did not do all the profiteering, but the sins of others do not wash away its own. It took advantage of the scarcity of labor and national necessity to boost wages as high as humanly possible. These war wages had to come down; the inevitable readjustment, reckoning or retribution, call it what you will, made that necessary for the obvious reason that when people no longer could pay war prices, war costs, including labor, had to come down. The administration had nothing to do with it. If Samuel Gompers himself had been president, this deflation of labor would have gone on just the same.

Union labor, under the leadership of this same Gompers, went the limit during the war to get all it could, and it has only itself to blame if its tyranny has produced a reaction in this country not disposed to discriminate between what is good and what is bad in union labor. When the worm turns, it usually turns all the way around.

"The attitude of union labor, misled by its leaders during the war, was disgraceful and disloyal, selfish and seditious. There is abundant proof of this statement. It is found in the number of war strikes certified to by the Department of Labor from April 6, 1917, to November 11, 1918.

After eliminating duplicates, this list shows there were about 6000 strikes during that most critical period of the war, and it has been estimated that at least two million men belonging to labor unions were involved in these strikes; that for every soldier in France—most of whom were working for $33 a month, 24 hours a day—there was a member of the labor unions on a strike in industry necessary to the winning of the war, for additional pay, shorter hours, improved conditions, and first, last, and all the time, recognition of the union.

"Over three-fourths of the disputes occurred in establishments where the majority of the strikers were members of trade unions, and in many other instances strikes were averted by complete surrender on the part of the employer. The demands for recognition of the union and closed shop conditions caused the most serious labor disturbances and were most bitterly fought, as strikes of this character lasted in duration for more than double the length of time than for any other given cause. This can be verified by the research records of the National Industrial Conference Board.

"In the shipbuilding industry alone, during a period of six months, there occurred over 3500 strikes, and because of the endless labor troubles two months or more of valuable time was absolutely lost.

It might be well to call attention to a speech made during the war by James O'Connell, a national officer of the Boilermakers' Union, before that organization, and which was placed in the Congressional Record by Senator Thomas of Colorado:

" 'We are just coming together and going to get dollars now instead of pennies. Now I want you to get it in your heads—to talk dollars, not pennies in your organization,—Uncle Sam is paying the expenses of union commit-

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tees to come to Washington and meet the employers. Isn't that a pretty good union agreement? That is only the beginning. Now, I hope the boilermakers, in convention here, will get in their minds that beautiful thought of MORE.'

"So much for the war attitude of a typical union labor leader. Now let me tell you what the boys across in the trenches of France thought about these strikes. Frank McDonald of Boston, who was killed on July 26, 1918, in a letter dated July 10 to his brother, wrote:

" 'The labor troubles stir me up. We have heard of them and the soldier is taking notes. What is the matter with the men at home? Haven't they realized what it means to us when the production of materials and munitions is in any way interfered with? It is a terrible truth, and let labor take it to heart, that most of our losses in the past were the price of unpreparedness, slackness, diffidence and greed among the scuts who are in safety at home, and whose worthless hides we are out here to protect.'

"John L. Lewis, president of the Mine Workers' Union, now threatens a coal famine unless the abnormally high wage and intolerable working rules of the bituminous miners is maintained and that of the anthracite miners is increased 25 per cent. He is trying to induce transportation, shipping, dock workers, and others to join with him in preventing the transportation of coal within the country or the landing of coal without. This will only result in further unemployment, due to the closing down of industrial establishments, and if continued, extreme suffering upon all the other workers of the land.

"Now, I make a distinction between labor and organized labor, and further distinction between organized labor and organized labor leaders. I am not opposed to organization of workers, but I am opposed to allowing organization without incorporation, without responsibility; in other words, I am opposed to organization which has as its leading principle the demand that all workers must belong to that organization and work under its rules or not work at all.

"Close to 90 per cent of us in this country belong neither to organized labor nor to organized capital. It is this great middle class, so often forgotten by organized minorities and the politicians, that holds the whip hand, the balance of power when it turns, when it asserts its rights. It was this class which forced deflation, not only in prices, but in costs, including labor. No administration, whether representative of organized labor or organized capital, could have prevented it.

"The organized worker has two alternatives. He can get rid of his selfish leaders whose slogan has been, 'To hell with the people,' or he can turn in his union card and join the rest of us on the march back to that normal American condition of equal opportunity to work for all, whether organized or unorganized. This great middle class will not tolerate the closed shop in American industrial life. It will not tolerate tyranny either from organized labor, organized capital, or any other organized minority, which seeks to make its own will the master of the majority.

"It's time for organized labor to wake up and climb aboard the band wagon. Delay is dangerous; the American people will get impatient and lawfully end organized labor as we have come to know it in this country during and since the war.

"Ex-President Roosevelt struck the keynote when he said:

" 'If the laboring man permits himself to put improper burdens on capital he will bring everything down with a crash; and even if the man higher up is smashed, this will be small comfort to the man lower down if he, too, is under the ruins.'

"The fact of the matter is that the employing class and the employed class have nearly everything in common and they must succeed or fall together.

Labor Files No Report of Election Expenses

"I claim that when capital became a menace legislation was enacted to check it. Every attempt to check labor has failed because of fear of the political power of these men."

The representatives of labor, he charged, were above the law in the matter of expenses, receiving huge sums for which they account to nobody and being free to spend as much in a Congressional district as they wished.

Mr. Underhill told the manufacturers they must organize politically.

"Begin by organizing yourselves," he said. "You ought to be able to get out and ring door bells for good candidates. Organize your employes. You can say to your employes, that their interest lies in having the right men elected. You can control the politics of your district. You can control your state. You can control the National party. When you have done this, you will find it easier to make out your income tax."

Now is the time to make the selection of the right kind of men at your respective primaries. Remember that the preservation of our country, the interests of our nation are far greater than that of any politician or any political party.

If you live beyond your means everybody else knows it as soon as you.

Lots of men have gone crazy striving for an impossible success when a possible success was theirs for the asking.

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Makes Greenfield Dies Live Forever

Big Men Are Always Found in Big Jobs, and the Vice-President and General Manager of the Greenfield Tap and Die Corporation Is No Exception

USUALLY a man from Georgia doesn't have to tell you so. In fact some students of spoken language have become so proficient in locating a man's home by ear that they can tell to the county just where his particular version of "United States" is spoken.

Frank G. Echols would puzzle them. Would he be a Georgian with a New England complex? Or a Massachusettsian who had been exposed slightly to the Southern manner? Perhaps they would compromise by giving it up and calling Mr. Echols a little of both. That would be correct.

Officially Mr. Echols is vice president and general manager of the Greenfield Tap and Die Corporation, and in that capacity claims attention immediately from every hardware and machine supply man in the up-to-date world. Unofficially Mr. Echols is of perhaps even more interest for his fine rise to responsibility and authority by his own efforts and through work well done.



FRANK G. ECHOLS,
Vice-President and General Manager, Greenfield Tap and Die Corporation, who learned the machinist's trade as a boy and has improved his time, continually learning all he could about all phases of his work, and now finds himself as active head of one of the largest, most exacting manufacturing plants in the country.

Starting as a Georgia boy, Frank Echols grew up in the country with a peculiar aptitude for mechanics and for earnest, sincere work. Just as the richest and best cream rises, so Mr. Echols felt the attraction of the North and he rose up, so to speak—first settling in Ilion, New York, where he was apprenticed as a mechanic at the old Remington plant.

There he learned his trade with a thoroughness and in a spirit that set the course for the balance of his life. The Remingtons spread high idealism and earnest integrity throughout their plant and town. A management that paid off every cent of its previous bankruptcy liabilities set a fine example to the workers in the plant. There was little loafing, lateness or lethargy. The talk at lunch time among the boys in the shops usually turned to the interests of the plant, not on how work might be dodged or avoided.

After training in that environment, Mr. Echols found his way into New England, where skilled workmen were needed and where there was a real rivalry in proficiency among the men as well as among the plants. Along in the early nineties he entered the Pratt & Whitney plant at Hartford as a master craftsman.

For twenty-five years Mr. Echols grew with the organization. Rather he grew ahead of it, for he rose through the ranks until he was superintendent and manager. The earnestness, the tend-to-business spirit, his attention to detail and concentration on the niceties were his ablest cohorts in the conquest, as they always have been with him and are today.

Three years ago there was a re-organization of the Greenfield Tap and Die Corporation at Greenfield, and Mr. Echols was called to the general managership with the rank of vice president on the board of directors. It was such an opportunity as comes to few men, and never by chance. It was the reward of years of careful, earnest diligent service.

With Frederick H. Payne as president, a man whose training has been on the financial side of the corporation as its former treasurer, Mr. Echols has contributed the technical as well as the sales direction. The results of his administration have been reflected in the consistent standard of "G. T. & D." products, in the growth of the business as well as the production.

The Corporation can trace its history back to 1871 when John J. Grant invented the lightning die. Wiley & Russel were its first manufacturers, and from that organization sprang Wells Brothers, F. E. Wells & Son Co., A. J. Smart Mfg. Co., and the Bickford Machine Co. These, together with the Lincoln Twist Drill Co. and the Nutter & Barnes Co. were amalgamated into the Greenfield Tap & Die Corporation, which was organized in 1912.

Mr. Echols has just returned to Greenfield after a trip of several months, during which he visited nearly all of the Corporation's customers in the distributing centers of the United States.

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trips are not frequent with Mr. Echols. In fact many of the houses he was entering for the first time, though he had been responsible for thousands of dollars worth of goods which had passed in and out continually for years.

In referring to Mr. Echols' returning home, perhaps we should mention that "home" for him is really Hartford, Connecticut, where he lived for so many years while with Pratt & Whitney and where he still spends his week-ends at his old home. So he is an inter-state commuter as well as an international producer.

Yes, indeed, Mr. Echols plays golf just as heartily and earnestly as he enters other activities. He is further distinguished as a "crack-a-jack" left-handed player.

As the trade well knows, much of the popularity and strength of the Greenfield line in the far West is due to the strong representation of John T. Rowntree, Inc. In all other territories the Company maintains its own offices and representatives, yet in no other region is there a more intensive distribution than in the Rowntree territory.

SECRETARY HOOVER'S SUGGESTIONS TO TRADE ASSOCIATIONS

Are trade associations useful, or are they opposed to the public interest? Discussion of this subject was brought to a climax at the meeting in Washington recently of trade association representatives at the call of Herbert Hoover, Secretary of Commerce. Mr. Hoover made it clear that in his opinion trade associations can, if they want, do things that the government should frown upon, but that in general they are extremely serviceable institutions.

"Men have been murdered with brickbats," he remarked, "but that is no reason for prohibiting brick houses," and by the same token, he argued, the government should not take action against trade associations in general. On the contrary, Mr. Hoover promised that as a result of the meeting there would be the closest possible co-operation between the Department of Commerce and the trade associations he approved.

This co-operation will probably take place, for the most part, in connection with the business of gathering and publishing economic data. This is a function which trade associations can undoubtedly carry on efficiently, and with benefit to business at large.

If promises were currency nobody would have to be without a motor car.

GOMPERS DECLARES NO MAN SHOULD WORK UNLESS HE JOINS A UNION

When Red Foster and his red gang incited the last steel strike, Samuel Gompers went right out at the head of their procession and showed them how a professional strike leader can perform. Now the old gentleman is denouncing Foster as a bolshevik planning the destruction of the United States government with bolshevik money. But that isn't the best joke Mr. Gompers has in his repertoire. His best joke is his loud appeal to save the United States government from destruction, while he himself is trying to destroy everything that it stands for.

Mr. Gompers has always championed the closed shop and all that it means. That's old stuff with him. But now he goes the closed shop one better. Replying to a question from Mr. Untermeyer before the Lockwood Committee in New York the other day he approved, if you please, the limitation of membership in labor unions.

Having set up the doctrine that no man shall be allowed to earn a living until he joins a union, he now enlarges it to say that no man shall be allowed to join a union in order to earn a living. That's a cinch game, isn't it?

Keep American Boys From Learning a Trade

Mr. Gompers also declares for union limitation on the number of apprentices that can enter any trade. He would tell American boys that they cannot learn how to make a living without the permission of his job-trust, just as he would tell their fathers that they can't earn a living after they have learned how. Yet Mr. Gompers is one of the most vociferous of orators on the subject of "industrial freedom."

He has the same kind of "industrial freedom" for employers. When Mr. Gompers was informed that one of them had been ruined because work on his contract had been held up for months by a jurisdictional dispute between labor unions, the old gentleman remarked that the contractor had only encountered one of the "risks of business," and was not entitled to any redress. When Mr. Untermeyer suggested judicial decisions on some of the union antics, Mr. Gompers screamed, "God save labor from the courts."

Mr. Gompers has no real grievance against bolshevism. Bolshevism is only his own program of dictatorship and extortion carried to its logical conclusion. If Foster wants to destroy the government of the United States, Gompers wants to make it a farce.

Spare the rod and spank the child.

The HARDWARE WORLD welcomes criticisms and even commendation. There is no law to prevent you expressing your opinion relative to our pages, whether favorable or unfavorable. We receive many complimentary letters; we don't object to them—neither do we in any way resent criticism or suggestion.

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"Bud" Hillerich's Bats and Clubs Eagerly Sought by Champs and Dubs

Here's the Man Who Put the "bat" in Battle. Father of "Louisville Sluggers." Active Member of the 40-Years-at-One-Job Club. Thorough Southern Gentleman and Sportsman at the Same Time.



J. A. HILLERICH,

President of Hillerich & Bradsby Co., turner of the first bat made by these present leaders in bat production, and with his father founder of the great industry. Known to sportsmen the world over as "Bud," and a man who has rendered as valuable a service to his community as he has to the athletic world, Mr. Hillerich's pride is about equally divided between the great business he heads and his 11-year-old son, who can keep a golf score just about as low as his dad's, which is no little achievement His other son is state junior champion.



MRS. J. A. HILLERICH.

Mrs. Hillerich's name does not appear on the company's letter head; but, with apologies to Messrs. Bradsby and Gundy, and in full respect to Mr. Hillerich, we venture to refer to her as associate president and ex-officio director, since the Hillerich partnership antedates the partnership on the stationery. She is devotion itself to her lovely home, her daughter and her two sons, and has closely watched her husband's health through the years of his great activity. In close touch with all phases of bat making, she is "close to the top of the business."

HIS business card reads:

J. A. HILLERICH
President
Hillerich & Bradsby Co., Inc.

but he's always been "Bud" Hillerich to anyone who has known him, ever since the time as a boy he used to go into his father's wood-turning shop at Louisville to shape up an ash pole to "clout 'em out o' the lot" in the days when baseball was played by men without gloves and with whiskers.

Baseball was in the formative period when "Bud" Hillerich played, and so were bats. He undertook to form "cudgels" to his taste on his father's lathe, and he did. Immediately his friends became jealous of his "fat" batting average, and he soon had orders to equip the neighborhood with made-to-order bats.

Ever since those days he has been shaping bats to suit the various tastes of the sluggers of the nation, and autographing them with the names of national heroes of the diamond. He has added to the fame of Louisville, built up a great organization, and won his way into the hearts of sportsmen in all parts of the world.

From the boy tending his own lathe and making his models by the rule of thumb, has grown a great institution with over 200 workers right in the factory, to say nothing of the hundreds of merchants who are enthusiastic associate members of the sales department,. and athletes everywhere who are the best advertisers any institution could have.

In the last few years the company has also developed the "H & B" line of golf clubs, including Par-X-L, Kernel and Invincible clubs, balls and bags. The success and growth in this department has been phenomenal also, and does justice to its "slugger" ancestor.

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Of course, Mr. Hillerich himself is an enthusiastic golfer, and to show that it runs in the blood, on the first four holes of a match he recently played with his 11-year-old son Ward, the youngster beat his father on a course that he was playing that day for the first time.

Mrs. Hillerich is also an enthusiast, and J. A. Jr. is a junior champion, contending for the state intermediate cup this summer. Next fall he will enter a technical college, where he will prepare himself to enter the plant at the bottom and learn the business from head to handle.

Nine years ago the business was reorganized and F. W. Bradsby became a full partner, treasurer of the company and active in the management. He is a former Simmons hardware man and has taken a large share of the responsibility off the shoulders of Mr. Hillerich. This has left the latter freer for public and civic work. Among other interests, he has become an active and enthusiastic Rotarian. He was a delegate to the Rotary convention this year, and made this the nucleus of a three months' trip through the West with Mrs. Hillerich, who has always followed the business closely, even though absorbed in her home, her daughter and the two boys.

Features of the "Slugger" Line

The company has recently sent to the trade a revised schedule of prices for 1923, effective August 1, which shows an approximate reduction of 10%. This reduction is in line with the general policy, best summarized in their three cardinal points of procedure: (1) Standardized product, both as to value and quality; (2) Consumer's price commensurate with the cost of manufacture, and revised as conditions change; (3) Fair margin for both jobber and retailer.

It is operation on such principles that has made the company grow into what is said to be the largest bat factory in the world, enabling them to increase their manufacturing facilities 33 1/3% for next year. According to the records of the company 90% of the famous sluggers on the diamond have made their records with "Louisville Sluggers." Timber for the clubs that will knock out the home runs next year is stacked higher than ever at the plant. Two additional acres of ground have been acquired for the sheds that shelter the timber seasoning for next year's increased production.

The Autograph line now numbers twelve, offering an assortment of models for every type of player. These will retail for $2.00 next year. In addition the company offers bats ranging in values from 25 cents to $1.75, for every size and purse.

Delivered Price and Foreign Shipments

There is said to be no company in the sporting goods line which has protected the wholesalers and jobbers, as well as the trade, more closely than Hillerich & Bradsby. It is their claim that in the West they were the first manufacturers to make a delivered price to the trade, thus allowing the goods to be sold at the same price as elsewhere with the same profit.

The company's foreign business, while significant of their own enterprise, is also indicative of the worldwide interest in baseball. A very substantial shipment was recently made to Japan. The company reports a very nice business with the Philippines, Hawaii, the West Indies and South America.

In the West, Hillerich & Bradsby are represented by L. Kay Grundy, vice-president of the company and especially well known to athletic and sporting goods buyers all over the territory. Mr. Grundy has done much to popularize and make easier the steady flow of the well-known lines into this region of utmost importance to the sporting goods manufacturer and merchant.

AN ILLUSION

That the public knows as much about you as you think they do.

A DELUSION

That advertising is an expense instead of an investment.

A CONCLUSION

That advertising is the most flexible, most economical, and most effective way of reaching most of the public most of the time.

Worries won't work—workers won't worry.

"Seeing is believing," but when a man sees his finish he hardly ever believes it.

It isn't the size of the population that makes a city—it's their sense.

The only kind of a living the world owes you is the one you can pay for by work.

When a man is doing something he knows he cannot afford to do, he can always prove that it is somebody else's fault.

The philosophers are right who say that wealth alone does not bring happiness, but did you ever know poverty to bring it?

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Woman Paint Demonstrator Works Wonders

Come to think of it, Why wouldn't a Woman make the Best Paint Demonstrator? Of course, there are exceptions, but usually she has had some experience—even though it be no more than a touch of rouge on the cheek, a lip stick or an eyebrow pencil — she best knows the attractiveness and harmony of colors. Tell us, Mr. Hardware Merchant, some of your experiences with Women Paint Demonstrators.

(By Lucile E. MacNaughton, Advertising Manager, Bunting Hardware Co., Kansas City.)

WITH so many houses, apartments and other buildings going up, now that the stringency caused by the high prices and hard times following the war slumps has partly evaporated, the paint business is bound to be good.

This is a field that should be developed by every hardware merchant. The profits to be secured in this line should not be left to the exclusive paint dealer.

The Bunting Hardware store at Kansas City saw the chance there was for developing a large business along this line a number of years ago and started a department which has increased from year to year until last season the increase in business far exceeded every other department in the store.

It has been found profitable and productive of excellent sales to start the season with a paint demonstration. The factory will usually be very glad to place a demonstrator in the store for a period of one or more weeks, according to the demands made by the store and also according to the volume of business which the store produces



MISS LUCILLE MacNAUGHTON

It takes a woman to appeal to a woman. Very few can resist the lure of color. What Miss MacNaughton tells in this helpful article you can put into practice in your community.

In preparing for this, a table for the demonstrator's supplies and for his or her work is placed where it not only catches the eye of those entering the store but is easily accessible to the paint department. The demonstrator often interests the customer to the extent of securing an order. Then the paint salesmen are right there to take charge of the customer, order and all. This leaves the demonstrator free to take care of the next visitor.

In order to stimulate the trade in this department, let the people know that a demonstration was going on, moreover to give them a legitimate excuse for coming in, even though they thought they were not deeply interested in paint, a coupon calling for a small can of paint and a small brush was featured in the newspaper announcement. This specified that. upon payment of 10 cents or 15 cents and the coupon, signed with the customer's name and address, the paint and brush to the value of 50 cents would be given.

Factory Bears Premium and Other Expenses

Part of the expense of this feature and the expense of the demonstration will usually be taken care of by the factory, for it is excellent advertising. The responses were very encouraging In very few instances did the people come in and secure the can and brush without placing an order of pretty fair size.

With the names on the coupon the store secured an excellent list of prospects. Some, of course,were housewives who wished to do a small job, painting porch boxes, furbishing up a shabby piece of furniture, or perhaps doing some interior decorative work to dress up the house for spring. But small orders build up business. Making the interior of the house look well is going to have considerable influence with husband toward taking care of the outside.

Nothing has quite the widespreading influence that fresh paint has. If one paints his house, the garage or the fence look shabby until they, too, have a new coat. The neighbors are bound to be influenced. If one house in the block receives a new spring dress, several houses are going to be decorated likewise.

Housewife Will Start Other Sales

Going after the housewife in this way with a free gift with a coupon is going to sell lots of paint. Just as surely as madam must have a new hat for Easter, she wants new things and clean things in her house each spring and fall.

When she puts up the curtains, she reflects that if the woodwork were painted it would show off the fresh curtains to better advantage. So after she has attended a demonstration and has seen how simple it was for the demonstrator—a woman like herself, no larger and no smarter as far as she can see — to wield the

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brush and produce such excellent results, she is consumed with a desire for fresh paint.

Her psychology is very simple. If the demonstrator did it, she can do it. So she is in the market for paint.

Therefore the demonstrator takes great pains to interest every customer who stops at her table. She has a number of cans of different tints and stains and varnishes; she has small brushes, she has pieces of boards upon which she applies the paints while the customer stands and watches her. She shows how simply graining is accomplished and how old floors may be refinished to resemble new wood.

Appeal to Cleanliness Wins Women

Women are the best customers for buying supplies for doing small jobs around the house. They look on with vivid interest while the demonstrator explains everything from decorating a flower pot to applying a new finish for the kitchen walls. The lady of the house is much interested in the fact that her kitchen walls call for a certain kind of paint, since the steam and smoke are so detrimental to paper and also to certain finishes.

She is shown lovely tints that would be suitable for bedrooms, how they can be laid on and then a decorative stencil used in contrasting tones and with excellent effect.

Women find out from the demonstrator that applying paint is not such a difficult task. After watching the application of these tints and stains they are anxious to try for themselves. The manager of the paint department, with his assistants, must be keeping a watchful eye out to take the customer off the demonstrator's hands after she has worked her up to the pitch of buying more merchandise.

Demonstration Brought Actual Results

The experience of this big store shows that a demonstration, properly timed and executed by a capable person, brings a volume of business. It creates a demand in the department. The windows decorated with paints and varnishes and brushes, and perhaps a half painted chair, interest the people and bring them in. The advertisements bring results, for there is such a huge stack of coupons on the department manager's table at the close of the day.

The books show increased business. The shipping department will be aware that something out of the ordinary is going on. The demonstration will be felt in every department in the store. With so many people coming and going there is bound to be an interest shown in other lines of merchandise than paint.

Paint Is Rightly Hardware Line

So, since paint selling is the legitimate business of the hardware merchant, he should make a paint department one of the features of his store.

Window displays, advertising, well merchandised stock, an expert demonstrator and wide-awake salesmen make a tremendous difference in the volume of business. Thus no detail should be overlooked to make each minute count, especially when the season is ripe and a demonstration is in full swing.

Nice little maid from Siam,
Who said to her lover, Kiam,
You may kiss me, of course,
But you'll have to use force,
But, thank Heaven, you're
stronger than I am.

Men conceal their extravagances — women display them.



Here is an attractive paint window made by the Bunting Hardware Co., who give particular care to their sales windows. They always couple up their sales windows with the lines they are featuring in their advertising. Hence their wonderful sales. Practically every Western hardware merchant sells paints and you can get suggestions from what Miss McNaughton tells you in this interesting article.

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Trained by Great World Merchants

Western District Manager of Patton-Pitcairn Division of Pittsburgh Plate Glass Co., Began His Career in the Basement of Marshall Field's for $4.00 a Week, Under the Supervision of Harry G. Selfridge

CONSIDERING his start and his first instructors in the commercial field, it is no wonder that C. M. Shaw is western district manager of the Patton-Pitcairn division of the Pittsburgh Plate Glass Co. and a stockholder in the company.

Mr. Shaw's father kept a general merchandise store in Illinois. His ambitious son was anxious to get behind the counter before his father thought he was old enough. So he left home, went to Chicago and got his first job—at the notions counter of Marshall Field's, in the basement, at a weekly emolument of $4, out of which he paid $2 for a room and had the balance for food, clothing, recreation, advancement and investment.

He worked directly under Harry G. Selfridge, now the world's most famous merchant in London, and both of them were taking lessons from Marshall Field himself, another master merchant. Every two weeks he made it a point to go personally to Mr. Selfridge and ask for a raise in wages, because he thought he was worth it. Pretty often, but not as often as he asked, he had his raise, 50 cents at a time, until at the end of a year he was getting $10 a week and had two girls and a man under him.



C. M. SHAW,

Western Manager, Patton-Pitcairn Division of the Pittsburgh Plate Glass Co., whose business career began at Marshall Field's, continued as a hardware clerk and proprietor, and now finds him a sales executive. His persistence and progressive independence may well set an example for many a young man in the trade.

When he thought how easily he could be living at home, enjoying the town pastimes with his school friends, he was often tempted to quit and return, but his desire for independence and his pride were always stronger than his convenience or desire for an easy way.

After two years he wanted another point of view, so out he went to Topeka, Kansas, to work for the Santa Fe Railroad. Hard times set in soon afterwards and he was laid off with not much in the world but a 30-day pass, good on any train between any places. One day he landed in Belleville, Kansas, without a cent. He finally found a farmer who would board him in exchange for some manure hauling he had to do. Finally young Shaw got a little money ahead, bought a new suit and landed with great affluence in his home town with $6 in his pocket.

His father was now glad to take him into the store, after the merchandising experience he had gained, not to mention the self-reliance. But the seed of independence sent out another shoot and before he was 20 he bought a hardware store in Woodhull, Illinois.

Met Patton Paints

Here it was that he came into first contact with Patton paints. One day a salesman for this Company called on him and talked so well and had so much to talk of that young Shaw put in a paint department forthwith, with an investment of $200 in stock.

Railroad service was slow in those times and it used to take about a week for an order to be shipped from the Milwaukie factory. When a rival paint salesman offered to get shipments to him in three days, he took the other line, and to prove that his judgment was good twice, he kept the new line for 8 years until he sold the business.

While looking for a new location for a hardware business he took up his brother-in-law's proposition that he sell furniture, and one day he was commissioned to stop off at Davenport, Iowa, to "talk turkey" to the branch of the Pittsburgh Plate Glass Co. there because some mirrors ordered long ago had not been shipped.

The meeting with the manager proved to be a joy feast, and Mr. Shaw left with an offer from the Company to join their organization, which he accepted and which connection has continued ever since, with the exception of two years when another paint and varnish manufacturer hired him away.

Then urgent pressure won him back to the fold. Both at the Milwaukie factory and as sales representative, Mr. Shaw has become a thorough master of all departments of the business.

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C. E. COLLINS.

We like to meet these "stuck-to-his-job" fellows, for that is in most cases the one big rule for making good.

Mr. Collins started with Timms-Cress & Co. 17 years ago, when he was a young fellow just out of school. After a few years as shipping clerk he entered the outside sales department and was in the country until 1917, when he was made sales manager. It was in this capacity that he was serving when the Pittsburgh Plate Glass Co. purchased the concern, nearly a year ago, and Mr. Collins was made manager of the branch. He knows the lines and the territory thoroughly and is popular in the trade, and his results are a pleasure for his superiors.



A. E. NEEB.

Here's another fellow who has won his way in the business world by hard work and stout heart. Mr. Neeb was a Milwaukee boy, and entered the Patton factory there 10 years ago as stenographer, after experience enough in several other lines to convince him that he had just the general qualifications of a paint man.

His interest and disposition to work won him an appointment as assistant when the Southwestern branch was opened in 1914. With his bride he moved West and jumped into clerical work, tending store, shipping, stenography, billing and sweeping. The business grew, Mr. Neeb worked into the sales end, and became branch manager.



LEE HINKELMAN.

The resourcefulness, industry and enthusiasm of this live-wire manager has to be seen in action to be appreciated. He can sell rings around his salesmen, works longer than any man in the warehouse, can rattle a typewriter so that his stenographer blushes for shame. He's both a goer and a comer.

As a boy in Davehport, Iowa, he began as a clerk in the railroad shops. The Pittsburgh Plate Glass Co. saw he was the sort of man they wanted, and he made good inside and on the road until his health forced him to go West. Manager Shaw was just opening branch offices at that time, and he wouldn't take "No" for an answer from Lee. He has kept things humming ever since.

Established Organization on Pacific Coast

Some years ago he was sent to the Pacific Coast to investigate conditions. For the last 5 years he has been resident western manager, arranging the new connections, supervising the sales from the various branches, and generally representing the interests of the Company.

Last November the Patton-Pitcairn Division of the Pittsburgh Plate Glass Co. purchased the Timms-Cress Co. at Portland, and now E. D. Timms is District Manager in the northwest, supervising the Seattle office which is managed by J. V. O'Neil, and the Portland branch under C. E. Collins. At Los Angeles A. E. Neeb is in charge of the branch, while Lee Hinkelman is manager at San Francisco. Every one of these men have commercial romances and records of rise and accomplishment just as interesting as that of Mr. Shaw. It is only the limitations of space that prevent our enlarging on each one, and we shall hope at some future date to go into details with them all.

Patton Paints Are 70 Years Old

The history of the Patton Paint Co., which was acquired by the Pittsburgh Plate Glass Co. in 1900, dates back to 1855 when the Company was founded at Milwaukee by James E. Patton. "Sun-Proof" paints have been recognized as among the standard brands since that time, and to fill out the line of glass and paints.

The Pittsburgh Plate Glass Co. traces its history back into the early eighties when the founder, Captain John B. Ford, an Ohio river steamboat captain, instituted the first plate glass factory in the United States at New Albany, Indiana, directly across the river from Louisville, Kentucky.

John Pitcairn and Mr. Ford's sons were the great builders of the business, and from $600,000 original capital, it has grown to $37,500,000. Besides plate, window and art glass, paints and varnishes, the Company now operates the Corona Chemical Co., the Red Wing Linseed Oil Co., and Rennous, Kleinle & Co. brush factory. The Company now operates 24 warehouses and 16 branches, besides continuing long-standing arrangements with jobber in various sections.

Some men "get by" by looking wise, others by acting wise and here and there one by being wise.

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FINDING THEIR WANTS

A Southern HARDWARE WORLD subscriber hit upon a good plan when he sent out by mail to a selected list the following letter:

My Dear Sir: Mark a cross (x) before each item you are going to buy this year, return the list to us in person and receive any 25-cent article in our store free. The following are some of the many things we wish to call your attention to.

Here followed a list of many articles in hardware, house furnishing, sporting goods, auto equipment, plumbing, heating, paint and oil, glass and farm machinery lines. The suggestion might help your business.

PRACTICAL ENAMEL AND VARNISH WINDOW IDEA

A Western HARDWARE WORLD reader tells us he showed a square yard of well-worn linoleum in his window, one-half of which had been carefully painted with a floor enamel. A sign over this display read: "Try this on your old worn floors. You will experience satisfaction." Arranged about the exhibit were different sized cans of floor enamel, brushes to apply it and cards showing the colors that could be furnished. He traced many sales of enamel, varnish and paint to this display.

TWO QUESTIONABLE SIGNS

Sometimes the merchant does not desire to give credit to his customers. He may feel that a cash business is more profitable. He may be right. But that does not excuse him for displaying such a sign as

Positively No Credit

He must remember that many of his customers would rather buy on the cash basis, and that they have no intention of asking for credit.

But such a sign tells the world that the storekeeper does not trust his customers. And it is only by mutual confidence on the part of merchant and customer that business can be successfully carried on.

We Do Not Cash Checks

is another sign which is likely to make a bad impression.

It has the same effect as if the storekeeper said, "Good morning, Mr. Jones. We do not cash checks! How may we serve you?"

If the storekeeper does not care to cash checks for his customers, it is easy to decline politely when the occasion arises for doing so.

BLACKBOARD IN FRONT HELPS MAKE SALES

In front of the Neale & McGregor hardware store at Glendale is a pyramid blackboard that has been in use for years, and which is one of the advertising mediums used by the store. Mr. Neale says that he considers it his duty to keep a message on this board at all times.

Being a near neighbor of Los Angeles, many people from Glendale spend the full day in Los Angeles at work. About the only chance the store gets at them is on Saturday afternoon and evening when they have a chance to look about for their needs. To accommodate these downtown workers the store remains open until 9 o'clock on Saturdays. There is always a suggestion or two on the bulletin board to remind people of their requirements. It may be paints in season; when residents were coming home from vacations the bulletin reminded them of repair work about their homes; perhaps sporting goods will have the place another week. Some of the messages are humorous, but all connect with a merchandise suggestion.

Sporting goods were recently added to the stock by the store. In order to interest local prospects a large catch of fish was put into a window and men were invited to guess as to the number of fish shown. The fish were then divided among the closest guessers. At another time a girl angler was shown in the window. Once a number of animals were displayed, the window having been for the time turned into a menagerie. In this way interest was obtained in the sporting goods line.

Free weight scales are placed just in front of the entrance and Mr. Neale says that these are a rival for the bulletin board in capturing attention. One week when the scales were taken away to be replated inquiries came to the store at the rate of about fifty a day as to where the scales were. All these little things help to keep them busy.

If your business is to wait on customers, be careful of your dress and appearance. Do your manicuring before you reach the store. A toothbrush is a good investment. A salesman with a bad breath is dear at any price. Let your dress be quiet, neat, and not too fashionable. To have a prosperous appearance helps you inwardly and helps the business.

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"Perfect Handle"

REGISTERED TRADE MARK

Tools

"PERFECT HANDLE" Wrench No. 615



"PERFECT HANDLE" Wrench No. 643



LEGAL TENDERS
LIKE
U. S. CURRENCY
AND JUST
AS HARD TO COUNTERFEIT

SOLD BY JOBBERS

"PERFECT HANDLE"

Registered Trade Mark

SCREW DRIVERS

PROTECTION

The "Six-Sixty" and also the original No. 609 "Perfect Handle" Screw Drivers are furnished with the Distinctive Spot on the Blade (an attractive relieved design) giving the size.

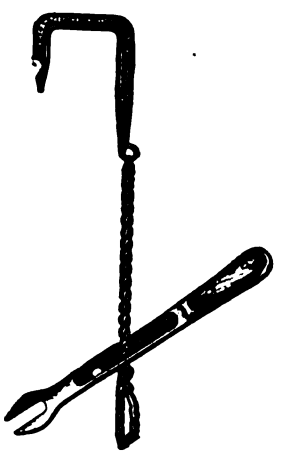


No. 609 | "Six Sixty" (Patented 3-21-22) | No. 612 | No. 611 | No. 613 Rubber Covered | No. 610

"PERFECT HANDLE" Hammer



"PERFECT HANDLE" Valve Spring Lifter



No. 620 "Perfect Handle" Tire Tool



SOLE MANUFACTURERS
OF "PERFECT HANDLE" PRODUCTS

THE H. D. SMITH & CO.

PLANTSVILLE, CONN.

Pacific Coast Sales Agents:
J. J. BROWN SALES CO.,
618 American Bank Building,
Los Angeles, Cal.

Southern States Sales Agents:
JOHN K. WILSON CO.,
Baltimore, Md.

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SAFETY DEMANDS YOU HAVE A SEES-ALL Mirror on Your Car



Beveled Plate. Non-rusting Enamel Frame.



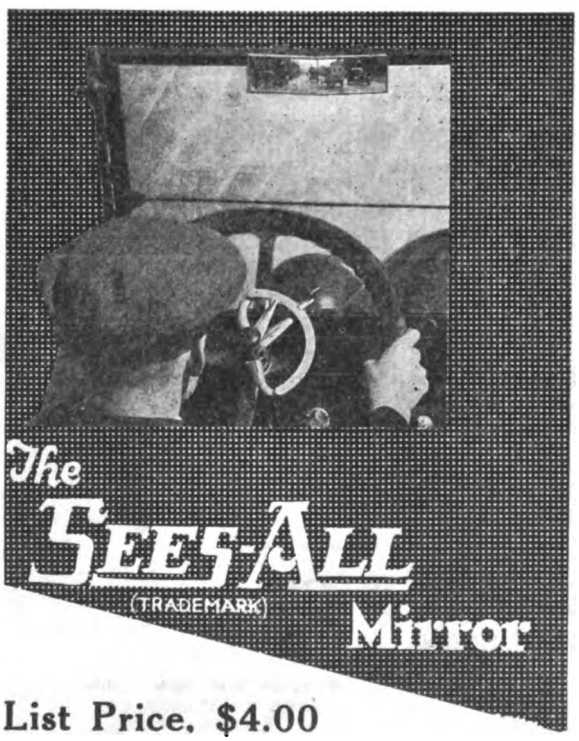
A dealer writes: "I have received your Sees-All Mirror and have installed it on my car with greatest satisfaction. I find that it is all that you claim for it."

A Jobber says: "Never have I appreciated anything on my car so much as the Sees-All Mirror. The duplex feature enables me, either as driver or passenger, to fully command the view behind. No car is complete without the Sees-All Mirror."

Necessary to avoid automobile accidents, and goodness knows there are enough accidents.

Sees-All Mirror is really two mirrors in one—heavy beveled plate glass mirrors—in a neat and substantial metal frame, and are at the exact angle, which permits BOTH the **driver and his companion** to see the road, **both sides and behind, while looking ahead.**

It is quickly and firmly attached to the top center windshield, right before your eyes.



List Price, $4.00

Try This Sees-All Mirror on Your Car 5 Days Free

So positive am I that when you once use this mirror on your car that you will recommend it to every car owner and sell it readily, that I am willing to send you one right now to try for yourself.

JUST SEND THIS COUPON and the Sees-All Mirror will come to you postpaid. If you don't like it, just send it back. If you keep it, remit $2.50. Please enclose your card or letterhead.

ADDRESS OFFICE NEAREST TO YOU

1220 Boatmen's Bank Bldg. St. Louis, Mo.

866 Phelan Building San Francisco

SEES-ALL MFG. CO.

Alright, I'll try your Sees-All Mirror on my wagon for five days that you offer to readers of the Hardware World. If I don't like it, I'll return it to you. Otherwise I'll remit you trade price, $2.50.

Name.....

Street.....

City.....

My Car is Open Model ( ) Closed Model ( )

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Winchester-Simmons Combination

Winchester Will Control and Direct Policies — Winchester Agents Secure Exclusive Privileges and Benefits Through Consolidation — Other Views

NO MOVE in hardware circles has caused more comment than the recent announcement of the combination of the Winchester Repeating Arms Co. and Simmons Hardware Co. interests, in what is termed a new manufacturing and distributing organization.

J. E. Otterson, president of the Winchester Company, authorized the following:

"The majority interests of the Winchester Co. and the Associated Simmons Hardware Companies announce they have entered into a contract to combine the two interests under a common management, and they will hereafter be operated jointly.

"The Winchester Co. will operate as the manufacturing organization and the Associated Simmons Hardware Companies will operate as the distributing organization.

"The Associated Simmons Hardware Companies will continue the operation of their hardware jobbing business, and in addition will act as distributors of Winchester products to the Winchester stockholding agents, and for this purpose the sales, warehousing and distributing organizations of Winchester and Simmons will be combined and hereafter operated as one.

"The combined interests will be operated through a holding company to be known as the Winchester-Simmons Co., the stock of which will be owned by the present Winchester and Simmons interests, and both interests will be represented on board of directors."

The Simmons Hardware Co. operates warehouses at St. Louis, Wichita, Sioux City, Minneapolis, Toledo, Los Angeles, Boston and Philadelphia.

The Winchester Co. and its subsidiaries have warehouses at New Haven, San Francisco, Los Angeles, Kansas City, Atlanta and Chicago.

"This combination will be under the control of the Winchester management, so that the Simmons Hardware Co. as well as the Winchester Co. will in future be operated in your interests." (Speaking to Winchester dealers.)

"By this action we are joining together the largest single manufacturing establishment manufacturing and distributing to the hardware trade and the largest hardware jobber in the world. We believe that it is an unbeatable combination. We intend to direct it to the complete development of the Winchester agency plan."

Addressing the Winchester dealers, President Otterson said further:

"I want to say just as definitely as I can that this is 'of Winchester, by Winchester and for Winchester.' It is Winchester. There is not going to be a single promise, a single pledge or a single understanding that has been entered into with the agency dealers that is not going to be kept 100 per cent. You are still going to have Winchester products and be a Winchester exclusive agent to the extent of your contract and to the extent that our promise to you assured you of it. This is the beginning of a bigger Winchester.

We are going to take on more Winchester agents. They are not going to be competitive with you where you have been given the exclusive right to a territory. We are going to sell Winchester products to you and you exclusively in exactly the same way we have agreed to in the past, and any goods made under the Winchester brand are going to be for the exclusive use of Winchester agents to the extent they have in the past.

"I want to say to you that this job is in my hands; and I personally am at the head of the Winchester-Simmons Co."

Various opinions have been expressed by manufacturers, jobbers and dealers on the advantages and disadvantages of such an organization, but as the only "proof of the pudding is in the eating" its successful operation can only be determined after a thorough trial.

A well-known jobber, who for obvious reasons does not wish to be mentioned, said:

"I cannot see any advantages to either resulting from the Winchester-Simmons combination. I do not believe it will increase the total number of their dealer customers or agents.

"Naturally the main object of the combination would be to give greater distribution and find a wider market for the sale of the products bearing the Winchester and Simmons brands; as they are pretty well represented by agents, it could hardly be expected that other dealers would take on goods of either brand or purchase goods which their dealer competitors are featuring, hence I cannot see any increased outlet for their products."

He expressed the belief that it would serve to make competition more keen, and would naturally tend to draw together manufacturers and jobbers who were selling goods under the manufacturers' brand.

A Veteran Jobber's View

"It really seems unbelievable that a combination has been formed by Winchester and Simmons. I believe only some unusual situation could induce Simmons to enter a combination that would permit them to be dominated by any other organization.

"In that I do not mean the slightest disrespect to the Winchester organization, for whom I have great admiration, but knowing the very positive and decided attitude that the Simmons Hardware Co. took against the Winchester organization when it was first formed, and how vigorously they condemned and opposed it, knowing that were E. C. Simmons himself alive, he would never have consented to such a move, and believing it ingrained as a part of the policy of his sons to perpetuate the Simmons name and traditions, it seems unbelievable."

In view of the information given to the dealers at the recent Winchester New Haven convention they all apparently regarded the combination quite favorably, feeling that they were the gainers.

A Pessimistic Keen Kutter Dealer

A prominent Simmons dealer, while permitting no mention of his name, expressed himself thus:

"I can't understand it at all—I can't understand the Simmons attitude now in view of their fierce campaign conducted against the Winchester organization when it was first formed. There has been no change in the Winchester policy since then; they have been consistent, but what am I to think of the men with whom I have dealt for years and upon whose judgment I implicitly relied. How are they to justify their present actions with their past? Based on my present information Winchester have evidently protected their agents. I wish I could say as much for those with whom I have dealt. This is evidently a case where there will be no chance of the "tail wagging the dog."

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CHIEF "QUIKWERK"ER FORGES AHEAD

When a police officer calls a man a "quick worker," it is well to lock your doors and keep your hands in your pockets. To a hardware, machinery or railroad man, a "Quikwerk"er is one who is responsible for one of his best professional friends, the "Quikwerk" line of hand tools, certified malleable castings, and forged tools.



GEORGE F. KONOLD, SR.

President George F. Konold of the Warren Tool & Forge company is the original "Quikwerk"er, in that he introduced and branded the line. Yet to an evolutionist he is merely one stage in a great tradition in the Konold family and their forbears that probably goes right back to Tubal Cain himself. Konolds as such have been iron forgers since the sixteenth century.

Mr. Konold's father came to the United States when a lad 14 years old, and after service in several eastern forging plants became superintendent of the Iron City Tool Works at Pittsburgh. The present George F. grew up and entered the plant, first as helper, then hammersmith, and finally through every branch of the forging and tool making process. With the death of his father in 1888 he succeeded him as superintendent and remained in that capacity for 23 years.

From the Largest to the Smallest in 10 Years

The present Warren Tool & Forge company was organized in 1911 at Warren, Ohio, by Mr. Konold, with his brother M. J. Konold and James D. Robertson of Pittsburgh. At that time they were naturally the smallest manufactureres in the field. In a little over ten years the company has grown from the smallest to the largest in their line, exhibiting in startling degree the enterprise, the resourcefulness, and the capacity for achievement of the management.

Carrying on the family tradition, and in order that the heredity may pass along as it has come up from the past, Mr. Konold's son George F., Jr., is secretary of the company and in charge of foreign business. Two younger sons are also preparing themselves to enter the business, one as an engineer and production man and another at college studying business administration to be the organizer and commercial chief.

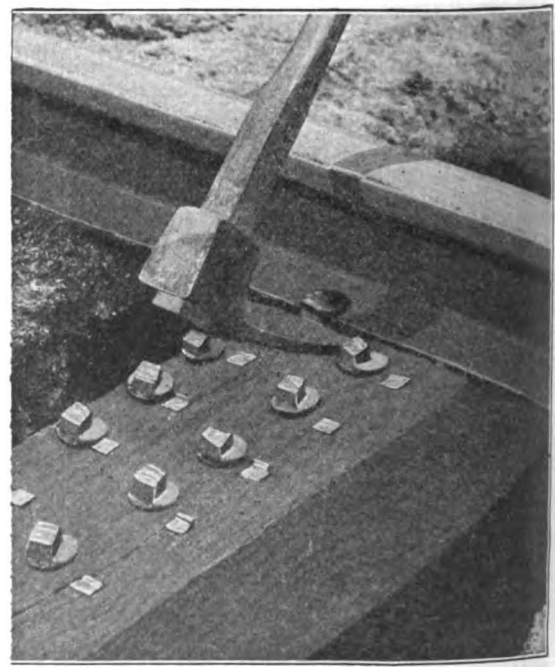
The "Quikwerk" line includes picks, mattocks, hoes, hammers, sledges, melting ladles and other tools of especial interest to the railroad and contracting trade. The tools are sold strictly through the jobbing trade. In construction and workmanship the company has earned an enviable reputation for superperformance.

At a recent convention, one of the standard Warren Quikwerk adzes was given the worst possible punishment in being used to chop a four-inch iron bar. For three days a regular standard stock adz was wielded against the iron by representatives of



GEORGE F.. KONOLD, JR.

the company and by critical delegates. Another adz was shown with half of the cutting edge ground back an inch to show that the characteristics of the tool are to be expected through the entire life of the adz.



An adz in track service often encounters old spikes, etc. This adz has already cut off several spikes without injury to its cutting edge.

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When the severe punishment of any adz is taken nto consideration, especially in railroad work, where pikes, rock, gravel, sand and other metals are to be ncountered constantly, the value of "Hack Devil" ualities may well be realized.

In the west the Warren Tool & Forge line is andled by the sales organization of John T. Rownree Inc. Mr. Konold has just completed a visit to the estern distributors of the line, in connection with is pilgrimage across the burning sands to the naional Shrine convention at San Francisco.

SHOW WINDOWS THAT WIN

(By James Edward Hungerford)

A show window's just like a good or bad face,
And shows if a shop is a good or bad place;
The one that's attractive, attracts the good trade,
And that is the way that good business is made!
The one that's unpleasing, affects folks that way—
Instead of inviting—it turns 'em away!
The "snappy" show window just draws 'em right in—
And those are the kind of show windows that WIN!

A show window shows if a shop is first-rate;
'Pep"-full and progressive—or plain out-of-date;
The one that is shabby, and has no appeal,
Is just like a gent that's rundown at the heel;
Folks know that his under-duds, hidden from view,
Are apt to be threadbare, and down-and-out, too!
The "nifty" show window shows what is within—
And those are the kind of show windows that WIN!

Folks flock to the shop, where the show windows shine,
And everything's fixed to look fancy and fine!
Artistic arrangement—and goods that look good—
Folks want to trade there—and you would—and I would!
So get some new "ideas," and spring some new "stunts"—
The world wants to shop in the shops with "good fronts!"
The winnin' show window, shows what is within—
And those are the kind of show windows that WIN!

PEORIA'S HARDWARE-IMPLEMENT CLUB

If we might make any suggestion to the live implement, tractor and hardware club of Peoria, it would be that the name be reversed so that it read, "Hardware, Implement and Tractor," and thus be abbreviated H. I. T. From all we know of this club it seems to be a "Hit" from start to finish, with its members, in the community and on the mark of progressive good fellowship and co-operation.

This organization is composed of officers and representatives of manufacturers allied in the industries included under the name of the organization. The club recently held their annual dinner and dance at the Automobile Club of Peoria.

The present administration consists of: President, B. Blanchard; first vice-president, H. A. Coffman; second vice-president, H. T. Parrett, Parrett Machine Co.; treasurer, Paul E. Herschel, Jr., Herschel Mfg. Co.; secretary, A. A. Nelson, Keystone Steel and Wire Co.. The executive committee consists of O. F. Becker. E. J. Davis, R. F. Graham, C. A. Pattison and L. C. Grunert.

Another enthusiastic and active member of the club is C. H. Sundberg, advertising manager of Altorfer Bros. Co.



SOUTHERN SALES REPRESENTATIVE

One of the promising, hustling, well-informed young hardware men of the South, whose very name proclaims his business, is Lawrence J. Baldwin, direct manufacturer's representative, with offices at 303 Vincent building, New Orleans.

When Mr. Baldwin finished high school with 17 years to his credit, the Baldwin blood in his veins called him to the hardware business, but to demonstrate that he would not lean on the reputation of his relative, A. Baldwin, he made up his mind to establish himself independently, rather than casting his lot with the great house which is such a credit to his family and noted throughout the South.

The next ten or twenty years are going to see a great advance in all interests and sections of that part of the United States south of the Mason and Dixon line. Already the movement is apparent, as reflected in the hardware business now being done in all sections. As this great growth and development comes, Mr. Baldwin is going to be one of the strong hands to guide. Already he is taking the lead in many directions.

A. G. Magnussen has engaged in the hardware business at Roland, Iowa.

Elmer Witte recently engaged in the hardware business at Stockham, Neb.

Cox Hardware & Furniture Co. at Marion, Ill., have succeeded T. A. Cox & Son.

C. G. Faust bought the interest of P. M. Ray in the Faust & Ray Hardware Co. at Wichita, Kan.

"Somehow or other," said Uncle Eben, "de man dat ain't never learned to do no regular work hisself allus manages to git filled up wif de notion dat he would make a good boss."

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26 Years of Service to his Fellow Men

HAMP WILLIAMS is celebrating this year the twenty-sixth anniversary of the birth of the Hamp Williams Hardware Company, and we feel that all the hardware trade should celebrate it with him, and that national congratulations are in order. Many times we have mentioned his name in our pages, and always with pride and pleasure.

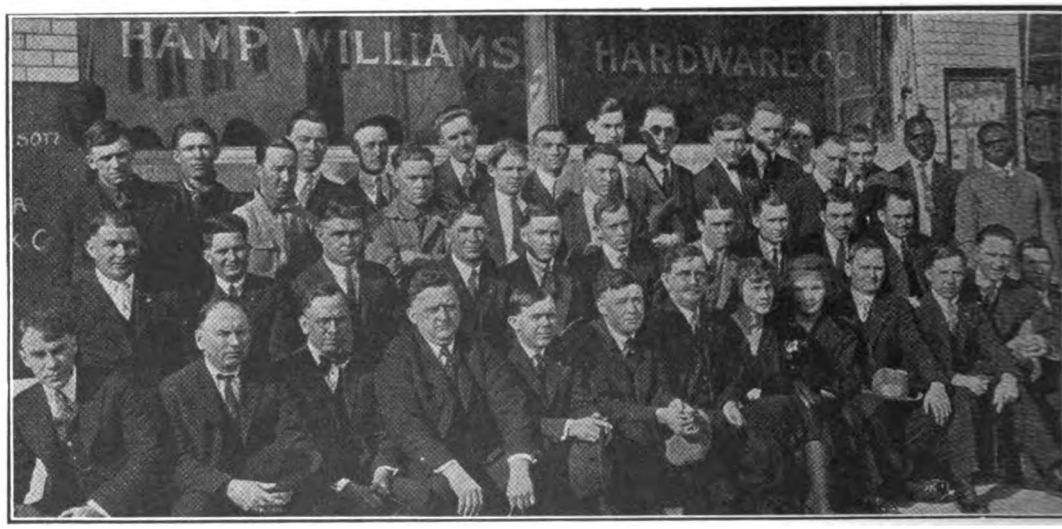
Mr. Williams is the sort of a man we want to hear and tell all about. Forever he is working on the principle that his interests and responsibilities are concerned primarily with the welfare of his fellow men. These may be employes, townsmen, fellow hardware dealers, those to whom he sells and those from whom he buys. We have only seen one principle in his conduct, and that is the golden rule. We like to think that is the reason this quarter-of-a-century birthday is being celebrated by his entire community, in tribute to an organization which has grown and prospered just as it has served.

Beginning in 1896 with a capital of exactly $775, he states that he had men working for him for the first seven years, and then he changed and started having them work with him. The first year's sales under the new plan were $6000 and the sales last year were $600,000. Thus the sales have increased 100 times, the floor space 80 times, and the capital about 260 times over the start.

Hamp Williams' general plan (and we can not repeat this too often) embraces a profit-sharing system within his organization, community service, a complete stock, pushing sales, cash and credit, rapid turnover and small profits. He finds it easier to increase volume than profit, as results show.

Outside of his business, Hamp Williams has likewise let his true light shine in many pathways. He is a past state senator and city commissioner. During the war he was food administrator for the State of Arkansas. At the present time he is a director of the Arkansas State Tuberculosis Sanitorium at Booneville, president of the Citizens' Section of the Arkansas Educational Association, president of the Hot Springs special District School Board, chairman of the County Board of Education, member of the Board of Governors of the National Retail Hardware Association, and vice president of the Citizens National Bank of Hot Springs. He is also a Shriner, an Elk and a Rotarian. Such an array of activities pretty well shows what Hamp Williams stands for.

From the little rented store 20 by 50 feet, where he began his business 26 years ago, living two miles in the country and employing no clerks, the present business is housed in four of the finest retail structures in his state. A three-story brick building, 110 by 150 feet, with a white enameled front, is owned by Mr. Williams for the main hardware business at Hot Springs. The Hamp Williams Auto Company for Ford sales and service is housed in a two-story building, 55 by 180 feet, built of native stone and owned by Mr. Williams. The branches at Benton and Sheridan are each many times larger than the original business at the start.



HAMP WILLIAMS AND HIS BIG BUSINESS FAMILY OF FORTY-TWO

First row, left to right—H. A. Reed, Paul Hooper, Steve Ratliff, W. C. Cole, Porter Wilson, Odie Williams (Hamp Williams' son), Hamp Williams, Miss Ruth Williams (Hamp Williams' granddaughter and secretary), Miss Lilian McGuire (general stenographer), Willis Davis, Sam Smith, Carl Miles, Jeff Fulton.

Second row, left to right—A. G. Hockersmith, Luther Martin, Phillip Hockersmith, Lee McAdoo, Joe S. Mulky, Roy Jackson, A. J. Westbrook, B. C. McDonald, John Carrigan, Thel H. Joplin.

Third row, left to right—Jack Swinney, Hamp Pate, O. O. Lamb, J. G. Freemen, R. E. Fleming, Reese Cooksey, L. I. Thomas, Robert Bibb, H. Swinney, Claude Crossfield, Roy G. Blair, Walter B. Lee, Charlie Hembree, E. A. Stokes, Jim McEwin (substitute for Johnnie Brewer), Alva D. Brannon, Fred A. Mott, Art Rose, Joseph B. Rose.

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HERCULES IS AS HERCULES DOES

Hercules was the mighty one of supernatural performance among the Greek Gods, and so Ben. W. Freiden named his remarkable cold-solder "Hercules" when he first put it on the market some seven years ago. Now the Hercules Products company is a great institution at Council Bluffs, Iowa, with national and international distribution, and with several products of the Hercules standard.

It is more than possible that before he is through, Mr. Freiden will provide the nation with an up-to-date memorial of the famous "Twelve Labors of Hercules" which may be called that "Twelve Hercules Labor Savers."

When one hears of the meteoric rise and steady growth of the Hercules Products company through Mr. Freiden's enterprise and knowledge of merchandising, the Director himself seems a modern Hercules in the labor he has performed and the task he has completed.

Raised in Iowa where his father was proprietor of a general store, Mr. Freiden was in contact with merchandising problems and methods from his early boyhood. He took to the merchandising field naturally, and became experienced in a number of different lines of business.

Knew Opportunity When He Met It

About seven years ago he disposed of a business he was operating in Sioux City and went out west to visit his father. While in a friend's office one day, a stranger came in with a formula for cold solder for general repair purposes which he was attempting to market.

Mr. Freiden became interested and soon established the Freiden Manufacturing company at San Diego, to manufacture and market the product. When the possibilities became apparent, and the need of a central location for national distribution, headquarters were moved to Council Bluffs and the Hercules Products company established.

In the four years since, the plant of the company has tripled in size and it is the present plan to construct a new factory which will be proportional to the present production. Some little time ago the Hercules Fly Swatter was placed on the market with the company's guarantee of Hercules quality.

In a few weeks a new Hercules product will be announced in a chimney cleaning compound, to be burned in any fireplace, stove or furnace and will dissolve the soot in the chimney without injury or annoyance. This preparation has been thoroughly tested and orders have already been placed by Hercules jobbers for 1000 cases, simply on the company's reputation and guarantee.

It has been Hercules policy from the start to distribute through jobbers only, and the thoroughness of their adherence to principle, and the response of the trade is evidenced in the fact that 450 hardware jobbers and as many more jobbers in other lines of trade are customers of the company.

Hercules products have also been extensively advertised, both to the trade and through national publications to the consuming public. An extensive campaign is now being planned on the soot destroyer. All replies from this advertising are referred to local merchants in the communities, and to the jobbers for the territory, so that Hercules distribution is being constantly strengthened and broadened.



MILE HIGH SPORTSMAN-SALESMAN

Although L. A. Stanton isn't such a tall fellow himself, since he has been chosen to represent the interests of the Andrew Carrigan Company at Denver, he secures his height by virtue of his office.

As a boy, seventeen, young Stanton went into the store at home and worked from 7 o'clock in the morning until 8 o'clock at night, and up until midnight on Saturdays. For this little trick he was rewarded with $1.50 every week. After two years of gentle discipline and initiation of this sort, he moved out West to Livingston, Montana, where he was with the A. W. Miles Hardware Co. and later to Kalispell for the Missoula Mercantile Co. as shipping clerk.

His first experience as a jobbers' salesman was with Janney, Semple, Hill & Co., followed by a connection with the Holter Hardware Co. in the intermountain country. For two years he traveled out of the Spokane branch of the Acme White Lead & Color Works.

Ten years ago Mr. Stanton had an opportunity to join the Winchester organization in Colorado, Wyoming and New Mexico, and since he had always been fond of sports he jumped at the chance. In this period he had wide experience with the trade, both wholesale and retail, and made many close friends all through the mountain territory.

When the Andrew Carrigan Company established a Denver office several months ago, it was the object to select a man thoroughly familiar with the sporting goods trade and the territory. The fact that Mr. Stanton was the choice is his own best recommendation.

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ADD ENGLISH ANGLERS' LINES TO COMPLETE THEIR LIST

An arrangement has just been announced to the trade whereby McDonald & Linforth will be western sales representatives for the high-grade English leaders, flies and hooks of Henry Milward & Sons, Ltd., R. Harrison Bartleet & Co., and William Bartleet & Sons, Ltd., all of Redditch, England.



W. E. AVERY,
a well-known and popular representative of English sporting goods manufacturers.

Hitherto these standard and well known lines have been sold to the trade by W. E. Avery, direct from the manufacturers at Redditch, who has become a popular visitor to all sporting goods buyers in the United States and Canada in his annual visits. Mr. Avery is a sportsman and angler himself, and brings an international point of view to the merchant of fishing tackle. He will continue to handle the lines as special representative in the Middle West and East as well as in Canada.

Out of the very full catalog of tackle manufactured by these Redditch concerns for upwards of 200 years, some of the most popular items in the western American market are the Milward Red Loop leaders (or "casts" as they appear in the catalog), Harrison White Label Pennell Hooks and Unicorn brand trout and salmon flies.

Completes McDonald & Linforth Lines

With the English tackle lines McDonald & Linforth really round out a very complete group of non-competing goods made by standard manufacturers and distributed by the hardware and sporting goods trade in the West.

This enterprising firm of sales representatives was formed five years ago with the retirement of the two partners from their previous connection with the sporting goods department of the Pacific Hardware & Steel company. Mr. McDonald was in charge of the department for 19 years and Mr. Linforth was his assistant. They now alternate in visiting the buyers in all parts of the West, and are among the most popular, enterprising and respected representatives in the field.

Another line recently placed in the hands of this progressive institution for representation is the folding canvas goods of the Planet, of Westfield, Mass. Such items as folding buckets, basins, tubs, swings, hammocks, etc., are well known to the trade.

POPULAR NORTHWESTERN BUYER

Never a customer or competitor, manufacturer's representative or sales executive who has not a good word and warm regard for L. H. Merriam, buyer and one of the directors of the Whiton Hardware Co.

For over fifteen years Mr. Merriam has been connected with the firm, and in the same department. At first as assistant and for many years in charge, he has



L. H. MERRIAM,
who is recognized as one of the best informed buyers in the country.

directed the purchases in an able manner, and has been a most important factor in the growth of the institution and an ever-faithful lieutenant of President Welborn.

Before his move to the Northwest, as a boy, Mr. Merriam had his first taste of the hardware business in his old home in Cleveland, but his real experience has been right where he is now putting it into practice.

In addition to his qualities as a hard worker, a well-informed hardware man and a considerate, just, careful buyer, Roy Merriam is mighty good company. He is universally popular both in his own organization and among the other men with whom he is thrown in contact. He's a quiet fellow, but he wears well. It always happens that the man with many friends is the very man who is a good friend and companion himself. So with him.

The world is made up of many sorts of men, and it takes all kinds to keep it moving. Some we are glad to do business with, and some we are glad to know personally, in our rest and play hours. To a very few we turn gladly in both capacities. Roy Merriam is one of the latter few.

The Wilmington Hardware Co. recently succeeded to the business of Henry Olson at Wilmington.

Crater Lake Hardware Co. of Medford, Ore., report a very satisfactory season and a good outlook.

A new building will be occupied by the Hooker Hardware Co. at Muskogee, Okla., doing both a retail and wholesale business.

Schurman & Campbell of Cottenwood, Idaho, recently purchased the business of J. S. Klaus at Ellensburg, report a very satisfactory outlook.

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"These Chains set the Pace in the chain business"

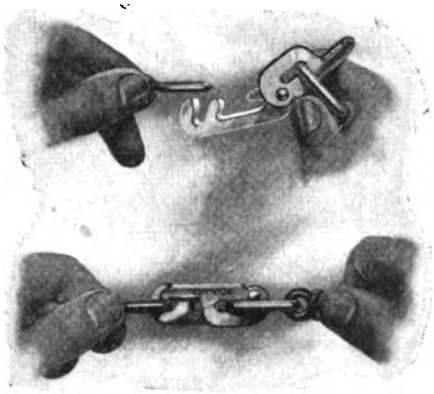
So said a prominent jobber after he had thoroughly analyzed and tested the remarkable improvements in chain making which he found in

OFF'N'ON CHAINS

He had in mind particularly these two quick-selling features:

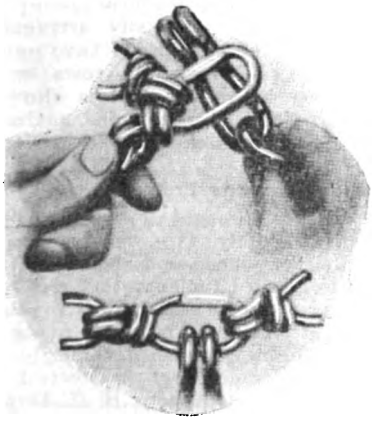
The Positive Lock

The patented lever lock, shown at right, makes it easy to put them on and to take them off. It takes up slack; thus saves wear on tires and chains alike. No more lost chains—no more loose chains.



The Slip-On Link

The patented slip-on link, shown below, makes it easy to take off worn-out cross chains and put on new ones. A child can do it. And yet these chains cost no more than others.



Orders for fall delivery should be placed early in order to allow the jobber to estimate his requirements and protect his dealers. Order additional cross-chains, for you can always sell an extra set with every chain.

Write us for additional information, giving the name of your jobber

PYRENE MANUFACTURING COMPANY

Makers of Pyrene Fire Extinguishers

520 Belmont Avenue, Newark, N. J.

Branches:

CHICAGO	ATLANTA	KANSAS CITY	SAN FRANCISCO
17 So. Jefferson St.	24 Nassau Street	1712 Grand Avenue	977 Mission Street

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Making Merry Moto-meter Merchants

ACCORDING to F. M. Crill, Western District Manager, it takes more than a stock to make a successful merchant of Boyce moto-meters, but not very much more. So extensive has been the advertising and sales promotion of the Moto-Meter Co., so superior is the article itself in design and execution, and so appealing its utility to the motorist, that sales depend on the slightest shove and a few educational jolts by the automotive supply merchant.

The company has just inaugurated a system of service stations, principally for shaking. Any dealer who has ordered or in stock 10 or more moto-meters may be appointed a service station. The company will supply at half cost through such station a new instrument for any broken one turned in by any car owner. Of course, this is only to cover wear and tear, for any new instrument is guaranteed against defects of workmanship. Service stations are also supplied free with sales helps which cost $11 to produce.



F. M. CRILL,
Western District Manager.

"Doc," as he is known to his friends everywhere, is one of the popular automotive men in the West. He was a Missouri boy originally, and as he moved West he learned more and more about business and selling. A general commercial experience was rounded off with several years in the organization of the National Carbon Co. before he accepted his present duties, three years ago. He has eleven states and a third of the geography of the United States to cover, but he does it so well that his district led the nation in sales last year, based on the number of machines registered. This year he's leading the field, as usual, with several laps to go.



E. A. SKAHILL,
Field Representative

Able assistant to and associate of "the Doctor," who has worked with him for a number of years. Mr. Skahill was born in Kentucky and raised in Minnesota, so that he combines blue blood and hardy conditions of rearing. Evidently the combination is a propitious one, for our good friend gives every evidence of the best of health, while his record shows that he is a "bear for work." It is he who gets out among the merchants and users, as missionary, specialist, and auxiliary to the jobbers' organizations. In his "Indoor Henry" he is continually on the march, and the spread of Boyce moto-meters has been greatly accelerated by his efforts.

Anyone who has had a hospital or sick-in-bed experience knows that any self-respecting nurse or doctor will shake her or his thermometer before "inserting under the tongue." The fluid level must be down to normal, or zero, or whatever the non-registering point may be before accurate results may be expected.

That's all the attention the moto-meter demands. When it's installed the fluid column must be shaken down. If water is put in the radiator and the moto-meter is on its side, or upside down, the registering column must be shaken down before an accurate reading may be expected from it. That's the extent of education and "installation" necessary. Yet hundreds are returned to the factory as defective which need nothing on earth but a couple of shakes. Often it seems to the manufacturers that the merchants and car owners need more of a shaking than the innocent moto-meters.

As a matter of fact, despite the necessary delicacy of design, the sensitiveness and the fragile materials that are inherent in a moto-meter by its very nature, it is found that only one out of a thousand shipped from the factory is in any way defective. Practically every case of non-registering will find the instrument "unshaken."

The Moto-meter Company has consistently attempted to make the Boyce instrument unusually attractive from the merchant's standpoint. The prices have never been changed since 1914, although the costs were greatly increased. A very liberal discount is allowed the dealer, and he is fortified with sales helps, national advertising, and the absolute backing of the manufacturers.

Jobbers and Merchants Protected

The company distributes through all standard jobbers and protects them absolutely. It is the strict sales policy not to overload either jobber or dealer. Any one type in stock may be exchanged for any other number, so that there is never need of difficulty through "longs" or slow moving numbers. The resale price on Boyce Moto-meters has been established through extensive advertising and the trade is fully protected.

Moto-meters were invented in 1914 by H. H. Boyce, and the plant at Long Island City was established. George H. Townsend was his partner and financial backer in the undertaking, which has been most suc-

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"Wayne Pumps Pay a Profit" Say Merchants Everywhere

Here are a few extracts from letters which we have received from merchants like yourself all over the country. Each of the writers of these letters has a Wayne Pump bringing trade to his door. In each case the pump has paid a profit in the sale of gasoline alone and also in the increased sales of other merchandise.

From Arkansas —

The S. G. Catlett Hardware Company, Dardanelle, Ark., writes: "In less than nine and one-half months we have sold 10,472 gallons at a net profit of 4c per gallon. While we are strictly in the hardware and furniture business, we feel that the pump has brought many a customer te our store who would not have come had we not had the pump."

From Georgia —

W. H. Humphries and Son, Big Springs, Ga., declare they "are doing big business with the pump. It also helps our other business." Mr. Humphries and his son handle general merchandise.

From Minnesota —

"Our Wayne Pump has added several new customers to our list and is directly responsible for sales of other merchandise." This comes from the Klausman Tire and Auto Company of Wadena.

The profitable experience of these merchants can be your experience. A Wayne Pump on the curb in front of your store will give you a good return on sales of gasoline alone. But it will also bring trade to your door for the automobile accessories which you handle, for tools and for other articles of your merchandise.

Let us tell you more about the Wayne way to more profits. Write for Bulletin 276-HW.

Wayne Tank & Pump Company

777 Canal Street - - - Fort Wayne, Indiana

San Francisco Office: 631-633 Howard St.
Canadian Tank & Pump Co., Ltd., Toronto, Ont.

An International Organization with Sales and Service Offices Everywhere

WAYNE MAKES

- Measuring Pumps
- Storage Tanks (From 20 to 20,000 gals.)
- Air Compressors
- Oil Burning Systems, Furnaces and Forges
- Oil Filtration Systems

AND

Wayne Rapid-Rate Water Softening Systems (Barrowman Patents)

REG. U. S. Wayne TRADE MARK

HONEST MEASURE PUMPS

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cessful for both. During 1920 the daily production was 8000, and it is rapidly returning to this figure. The instruments are distributed all over the world. A strong, loyal organization has been built by the company's policy to its employes: to pay for and expect the best work and service obtainable, and to make working conditions conducive to a superior product.

Distance Type in Industries

More recently the Moto-meter Company has entered into the field of distance type heat meters, adaptable to aeroplanes, main bearings on steamships, industrial plants and all places where accurate heat indication is desirable.

E. V. Hennecke is the sales manager of the company, and under his direction the domestic sales are in charge of about a half dozen district managers. In the Western territory these include: R. H. Kilby, at Chicago; J. T. Donahue, at St. Louis, and F. M. Crill, in the eleven Western states, with headquarters at Los Angeles.

All have associates and field men under them, and each has a quota of instruments to sell every year, based on the number of automobiles in each territory. In some respects their relative standings in the yearly contest is an index to general conditions in the different parts of the country. Last year the Far Western district, under Mr. Crill, made the highest record, and this year, so far, the New England and the Far Western districts are in the lead. This would show that the West and Far West is consistently the best market for automotive equipment.

MYSELF AND ME

I'm the best pal that I ever had
I like to be with me;
I like to sit and tell myself
Things confidentially.

I often sit and ask me
If I shouldn't or I should,
And I find that my advice to me
Is always pretty good.

I never got acquainted with
Myself 'til here of late;
And I find myself a bully chum,
I treat me simply great.

I talk with me and walk with me,
And show me right and wrong;
I never knew how well myself
And I could get along.

I never try to cheat me;
I'm as trustful as can be
No matter what may come or go,
I'm on the square with me.

It's great to know yourself and have
A pal that's all your own;
To be such company for yourself,
You're never left alone.

You'll try to dodge the masses,
And you'll find the crowds a joke,
If you only treat yourself as well
As you treat other folk.

I've made a study of myself,
Compared with me the lot,
And I've finally concluded
I'm the best friend I've got.

Just get together with yourself
And trust yourself with you
And you'll be surprised how well yourself
Will like you if you do.

WHOEVER HE IS, THIS SECRETARY NEEDS TO BE TAUGHT

Editor HARDWARE WORLD:

Here is a story that is going the rounds concerning a hardware secretary who lives not a thousand miles from Chicago, who entertained the president and secretary of a Western hardware association at his home recently.

This secretary has a rather exalted idea of his own importance and, while he at times assumes a modest demeanor, he can't repress his excessive smartness.

Living in a small town and having an exaggerated ego, he took great pride in saying to the Western president:

"You know, we haven't a Negro or a Jew in this town."

The president, who is one of the most enterprising and progressive merchants of the Hebrew people, and whose personal success and business standing is such it is not necessary for him to take a back seat or "kow-tow" to anyone, no matter who he is, not being sure that he correctly understood this secretary in whose home he was a guest, had him repeat his statement.

Again the secretary coupled the Jew with the negro, boasting of the fact that "this town did not have a Jew or a Negro in it."

There was a shuffling of feet under the table when the secretary of the same association, who was with the Western president, tried to stamp on his host's feet to make him take the hint, but usually such egotists don't take hints.

He again reiterated that there was "neither a Jew nor a Negro in this town." The Western president was far more courteous than his host or the retort would have been "that was the reason why 'his town' still remained a village."

When people are so provincial and egotistical that they have such race or class prejudice, it tells its own story and is sure to be manifested in other ways, as has been apparent on more than one occasion. Yours truly,

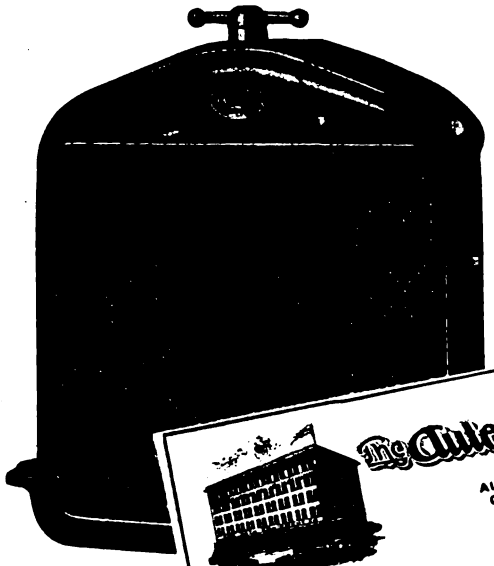
Chicago. G. W. JOHNSTON.

A great fault with many people—and especially with many so-called Americans—one which other nations naturally resent, is, that these highly selfish individuals arrogate to themselves all of the virtues and none of the vices.

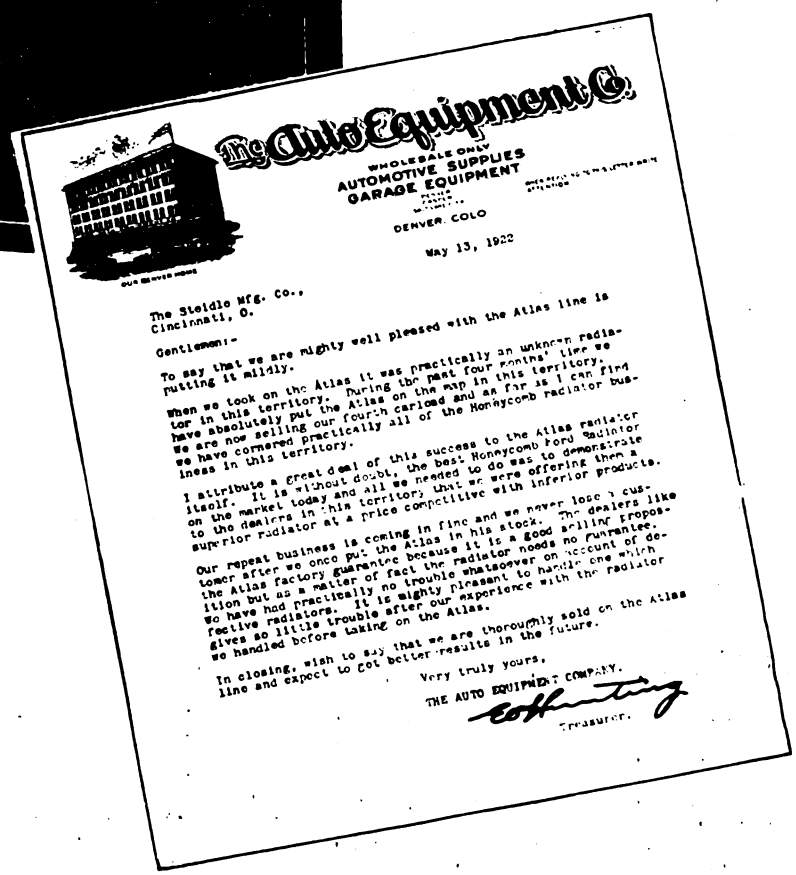
They are too ignorant to know that there are just as many vices in the American people and just as many virtues in people of other nations and races, and sometimes more, than in many so-called Americans. We need more consideration for each other, no matter what the race, color, creed or belief.

The Eckmann-Locke Hardware Co. at Yakima, are now occupying a new building which has been constructed for them.

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That's what they all say



The Auto Equipment Co.

WHOLESALE ONLY
AUTOMOTIVE SUPPLIES
GARAGE EQUIPMENT

DENVER, COLO

May 13, 1922

The Steidle Mfg. Co.,
Cincinnati, O.

Gentlemen:-

To say that we are mighty well pleased with the Atlas line is putting it mildly.

When we took on the Atlas it was practically an unknown radiator in this territory. During the past four months' time we have absolutely put the Atlas on the map in this territory. We are now selling our fourth carload and as far as I can find we have cornered practically all of the Honeycomb radiator business in this territory.

I attribute a great deal of this success to the Atlas radiator itself. It is without doubt, the best Honeycomb Ford radiator on the market today and all we needed to do was to demonstrate to the dealers in this territory that we were offering them a superior radiator at a price competitive with inferior products.

Our repeat business is coming in fine and we never lose a customer after we once put the Atlas in his stock. The dealers like the Atlas factory guarantee because it is a good selling proposition but as a matter of fact the radiator needs no guarantee. We have had practically no trouble whatsoever on account of defective radiators. It is mighty pleasant to handle one which gives so little trouble after our experience with the radiator we handled before taking on the Atlas.

In closing, wish to say that we are thoroughly sold on the Atlas line and expect to get better results in the future.

Very truly yours,

THE AUTO EQUIPMENT COMPANY.

Treasurer.

Are you interested in a proposition that draws letters like that?

Ask your jobber or write us direct.

STEIDLE MFG. CO.

CINCINNATI, OHIO

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NORTON BROTHERS, EXPERIENCED HARDWARE AUTOMOTIVE MEN



ARTHUR F. NORTON, President



HOWARD N. NORTON, Vice-Pres.-Secy.

When the Norton Brothers Co. succeeded the Norton-Munter Co. as manufacturers' representatives in the automotive equipment and hardware lines several months ago, a partnership was formed that brings together two experienced, popular, hard-working young men who are fellow-workers as well as brothers.

There is a feeling among some business men that commercial relationships with men of the same blood are often dangerous. The formation of Norton Brothers Co. may be one of the exceptions that proves the rule, but if every partnership could be as soundly founded and if every organization could evidence the same harmony and co-operation, there would be many filial combinations.

Both the Nortons are well known in the automotive equipment and hardware lines as "live wires," and the fact that the firm is a member of the Automotive Equipment Representatives' Association is evidence of their standing and the character of their sales policy. With the withdrawal of A. F. Munter, several months ago, Howard N. Norton simply took his place.

Arthur F. Norton was a boy in South Dakota, but the family moved to Southern California for the sake of his father's health. It was there that he got his first taste of business and hardware with the Franzen Hardware Co., at Riverside, and later with the Union Hardware and Metal Co.

After an intermission for a fling into the fiscal world with a newly formed and short lived mercantile agency in the Northwest, he returned to the solid footing of metals with the Preer Tool and Supply Co. and later Hughson & Merton at Portland. After service in the aviation section of the U. S. Navy during the war, he returned to the Northwest to join in organizing the Norton-Munter Co.

Howard Norton, the junior partner, was one of the young men who was just getting on his business footing when the call to war service sounded. After graduating from office work into salesmanship he went with the B. F. Goodrich Rubber Co. in 1917, in the Inland Empire territory. After a year in France he returned to Goodrich and also was for a year with the Brunswick-Balke-Collender Co. at the Portland branch.

A. F. Norton directs the company's San Francisco office in the Pacific building. H. N. Norton is in the Northwest with headquarters in the L. C. Smith building, Seattle. In the inter-mountain territory, the Norton lines are represented by A. C. Eck with offices in the Charles building, Denver.

LIVING

The miser thinks he's living when he's hoarding up his gold;
The soldier calls it living when he's doing somthing bold;
The sailor thinks it's living to be tossed upon the sea,
And upon this very subject no two men of us agree.
But I hold to the opinion, as I walk my way along,
That life's made of laughter and good fellowship and song.

I wouldn't call it living to be always seeking gold,
To bank all the present gladness for the days when I'll be old.
I wouldn't call it living to spend all my strength for fame,
And forego the many pleasures which today are mine to claim.
I wouldn't for the splendor of the world set out to roam,
And forsake my laughing children and the peace I know at home.

Oh, the thing that I call living isn't gold or fame at all!
It's fellowship and sunshine, and it's roses by the wall.
It's evenings glad with music and a hearth-fire that's ablaze,
And the joys which come to mortals in a thousand different ways.
It is laughter and contentment and the struggle for a goal;
It is everything that's needful in the shaping of a soul.

—Edgar A. Guest.

DO AS DOCTORS DO

"Hey, Bill!"

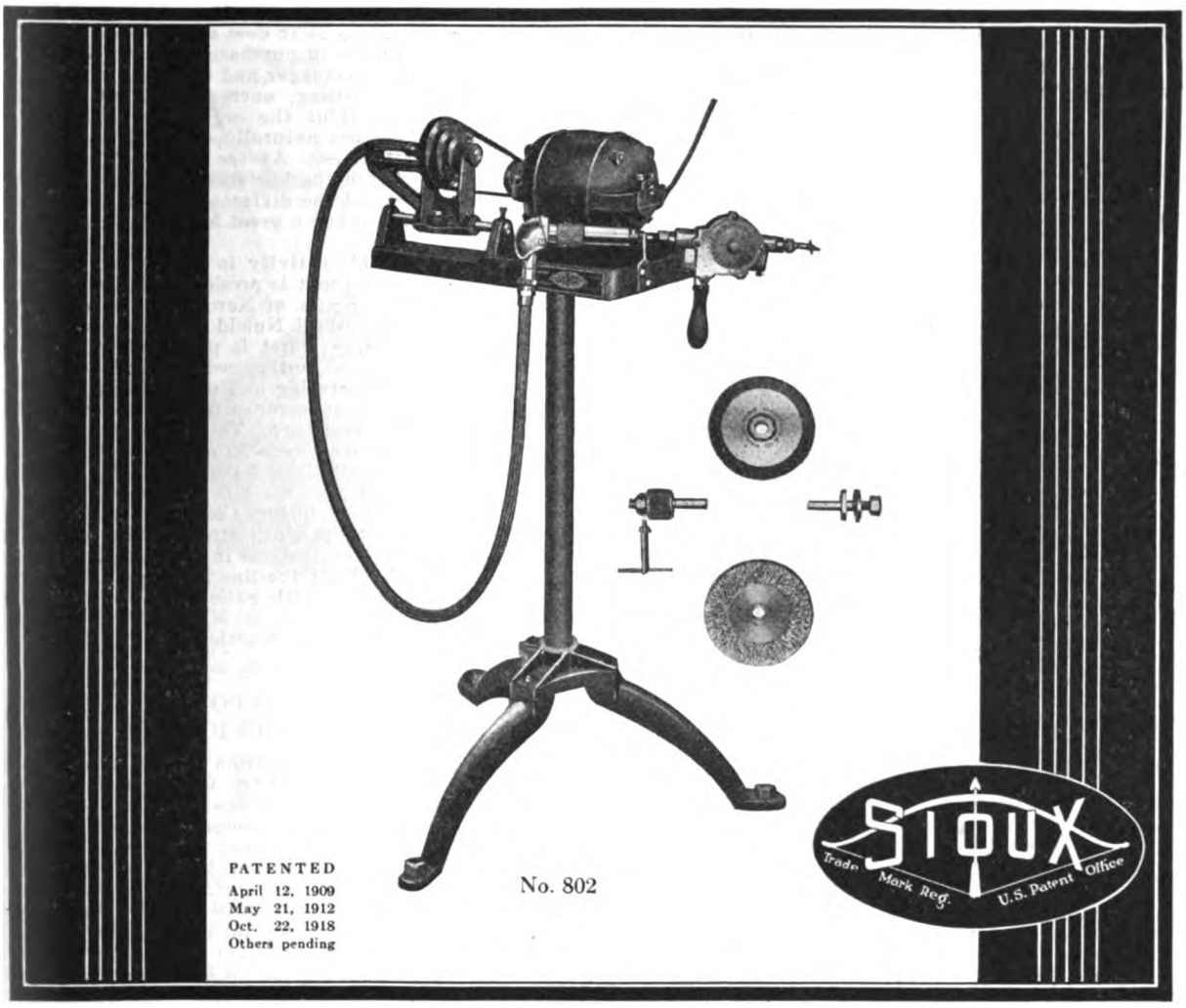
"What is it?"

"Your doctor's out here with a flat tire."

"Diagnose the case as flatulency of the perimeter, and charge him accordingly," ordered the garage man. "That's the way he does biz."

M. J. Nightingale of Oakdale, has recently moved his stock to a new building to give him increased facilities.

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Takes the Tool to the Work

TRANSMITS the power at point where you want it. Has unlimited uses in every shop. Handy for getting under car or working in cramped quarters. No need to take car apart. Can be driven by an electric drill ½-inch capacity or more, or direct from line shaft, lathe, drill press, emery-wheel stand, or any power that will drive shaft at a speed of 1,000 to 1,725 r. p. m.

Is especially adapted for Emery Wheel Grinding, Drilling, Reaming, Polishing—for Tire Buffing work in Tire Repair Shops and for Valve Grinding. Has a three-speed pulley and a control that enables you to stop and start at will the tool being used.

Liberal Discount to Dealers

If you are interested in cutting your shop costs, get full particulars on this convenient tool for shop work. Your jobber can supply you with literature, or write us direct and we will send it to you post paid.

Sold by All Live Jobbers

ALBERTSON & CO.
Sioux City - Iowa

SIOUX FLEXIBLE SHAFT ATTACHMENT

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DUMACO DEMONSTRATES DURST DEEDS

If any reader of these words thinks of the Durst Manufacturing Co. only in terms of the "New Dumaco" adjustable garden hose nozzle, which they have announced to the trade for some months through our pages,—let him meet Max Durst, the live-wire sales manager and treasurer of the company, and then let him study Catalog No. 24, issued by the company, and containing 128 pages which picture and describe the complete line of rubber goods and supplies, plumbers' brass goods and supplies, and rubber and brass staples and specialties.



MAX DURST,
live wire sales manager and treasurer of the Durst manufacturing Company.

"Dumaco" quality rubber goods are said to comprise the most complete line on the market, including such items as force cups, tank balls, washers, stoppers, tips, hose, mats, etc. This line has been developed for the last 20 years by the company, and has spread in popularity and acceptance until now the company has on its books over ten thousand regular accounts.

An idea of the extent of the Durst production from their New York plant may be gained from their records on the single item of force cups, universally in demand by housewives as well as plumbers for cleaning sink drains and run-off pipes. The present output of force cups is at the rate of 2,000,000 a year or about 8000 a day. The Dumaco cup is said to have been the first one on the market at a popular price. This was 10 years ago, and at that time the market was confined to the plumber.

President Henry Durst of the company has dealt in hardware, plumbing and rubber goods for 26 years past, first as distributor and sales agent. Some 20 years ago he began to work toward establishing his own manufacturing plant, and the slow growth at first was no doubt responsible for the rapid development in recent years.

When the present company was organized, ten years ago, the factory had a floor space of 300 square feet and did an annual business of $18,000 among about 400 customers. At the present time the factory contains 75,000 square feet and does a business of very nearly a million a year. Since the first of the year the company has been offering its securities in limited quantities to customers, and this issue has been eagerly taken up, commanding as it does a share in the profits and a special discount in purchasing.

Max Durst, sales manager and treasurer of the company, shows the hustling, energetic, widely-informed spirit that is typical of the organization. From his early childhood he has naturally centered his interest on his father's business. At the age of 17, some 15 years ago, he entered the business, and from the very start he has mastered the different phases and departments until he has taken a great load off the shoulders of his father.

In addition to his activity in the Durst manufacturing Co., Mr. Max Durst is president of the Goodyear Rubber Manufacturing Co. of Newark, N. J., and secretary of the newly formed Nuloid Corporation of New York, of which Henry Durst is president. The latter corporation, with an authorized capital stock of $1,500,000, is manufacturing and marketing a patented compound similar in appearance to hard rubber, celluloid, ivory, marble and horn. This substitute is made by a secret process and over 50 chemicals go into its composition. Its possibilities for a vast variety of uses are nearly unlimited.

The Durst Manufacturing Co. recently opened a branch at 193 South Seventh street, Philadelphia, in addition to their representatives in Chicago, Detroit and Boston. In the Far West the line is represented by the George H. Eckert Co., with offices at San Francisco and Los Angeles, and by T. D. McLean in the Northwest, with headquarters in Seattle.

IRON PRODUCTS CORPORATION OPEN SALES OFFICE

The Iron Products Corporation and its subsidiaries:
The Central Foundry Company
The Central Iron & Coal Company
Central Radiator Company
Molby Boiler Company
announce the opening of a new branch office on the twenty-second floor of the Jefferson County Bank building, Birmingham Alabama, which will handle the sale of the products of its several subsidiaries.

T. C. Hyde will be manager of the new office, under the direction of J. L. Brierton, vice president and general manager of the Central Iron & Coal company.

W. Z. Reynolds, whose headquarters have heretofore been in Chattanooga, will continue from the new office the sale of their pig iron and coke.

Hewitt Thompson well known to the plumbing and heating trade in Birmingham district, will have charge of their open fireplace hot radiators.

TEAM WORK FOR YOUR TOWN

You can't my friend, help out your town
By running your own neighbors down
And knocking things about you;
And if you are just bound to scoff
The town would be much better off
To ride along without you.

Don't just sit around and warm the roost,
But be a man, get out and boost
For things that promise better;
And in the civic betterment
Don't ever, ever be content
To be your city's debtor.

The Stewart-Moore Hardware Co. of Puyallp, was recently sold to S. Poolman of Sumner.

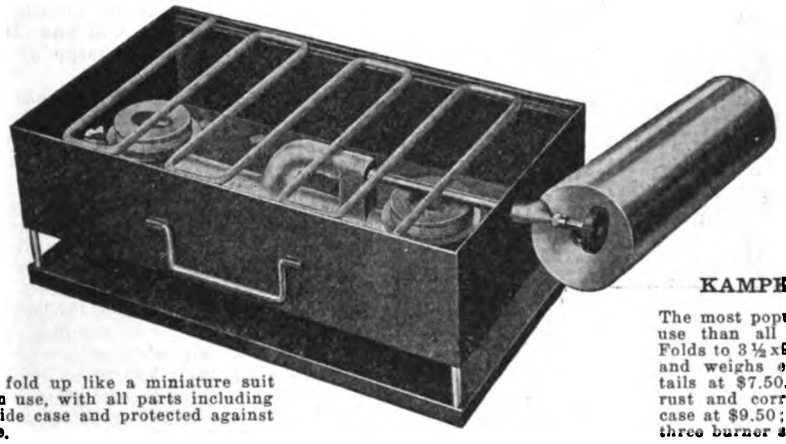
The name of the Carlson Hardware Co. at Pocatello, was recently changed to the Chance Tatro Hardware Co.

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AMERICAN KAMPKOOK

TRADE MARK REG. U.S. PAT. OFFICE

THE IDEAL CAMP STOVE



All Kampkooks fold up like a miniature suit case when not in use, with all parts including tank packed inside case and protected against loss or breakage.

KAMPKOOK No. 3

The most popular size. More in use than all others combined. Folds to 3½x9x15 inches in size and weighs eight pounds. Retails at $7.50. Also made with rust and corrosion proof brass case at $9.50; larger size $8.50; three burner size at $12.00.

The Kampkook Leads

THE American Kampkook was the first successful gasoline camp stove ever placed on the market. Into this first Kampkook were incorporated the ideas and features which a quarter century's experience in the manufacture of gasoline heating and lighting appliances had proven essential to dependable and satisfactory service.

The attempt to imitate these ideas and features, which have made the American Kampkook the choice of more than a quarter million motor tourists and campers, is the best testimonial and highest compliment to Kampkook superiority, a tribute to Kampkook leadership.

Consistent, intensive national advertising from the first has made "Kampkook" a household word with motor tourists everywhere. It is the stove they invariably ask for.

Kampkook dealers know that the Kampkook is profitable to handle because our sales policy assures 100 per cent protection and a liberal profit on every sale. And there are no come-backs; the Kampkook always stays sold.

If you are not a Kampkook dealer you should write today for information about our complete line of Kampkooking appliances and name of nearest jobber.

Kampkooks are Distributed by Leading Jobbers Everywhere

AMERICAN GAS MACHINE CO., Inc.

FACTORY, ALBERT LEA, MINN. **EASTERN BRANCH, NEW YORK, N. Y.**

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28 YEARS A SPORTING GOODS SPECIALIST

As H. L. Bowlds rounds out his twenty-eighth year in the sporting goods department of the hardware trade, he looks back on service with some of the great institutions and most potent forces in the business. He sees in the present a strong array of sporting goods lines for which he is western representative, and he sees ahead many years of happy contact with the friends he has made in every section of the great western playground of the United States.

It's not by chance that Mr. Bowlds is a westerner. As a sportsman in constant contact with sportsmen he soon realized that the further west a man is, the more rosy his opportunities on field and stream, by forest or shore.

Mr. Bowlds was born a Kentuckian fifty-one years ago. His first professional service began in 1894 with the Simmons Hardware Co., in the sporting goods department at St. Louis. After ten years thorough schooling in the fundamentals at that institution, he devoted three years to the service of the Norvell-Shapleigh Hardware Co. along the same lines.

It was then that he made his first trip to California, and he liked it so well that he decided to remain, locating with the Pacific Hardware & Steel Co. After over two years in the sporting goods department there, he saw the possibilities for representing manufacturers in the far western territory, and in 1908 he established himself in his present business with headquarters at Los Angeles and limited by the Rocky mountains, the Pacific ocean and the international borders.

Twice a year Mr. Bowlds makes it a point to call on all hardware and sporting goods jobbers in his territory, and his friends and associations during his many years in the trade receive him as a welcome visitor.

Among the standard manufacturers whose lines Mr. Bowlds is handling are the Alward-Anderson-Southard Co., leather and canvas hunting goods; Fred D. Divine Co., hand made fishing rods; Frost Fishing Tackle Co., flies, hooks and leaders; N. J. Magnan Co., tennis rackets; A. F. Meisselbach Manufacturing Co., fishing reels; W. W. Mildrum Jewel Co., agate tops and guides; O. Mustad & Son, ringed fish hooks; Wisconsin Shoe Co., athletic shoes; Joe Welsh, Telerana Nova leaders; Frank A. Hoppe Inc., No. 9 powder solvent; L. G. Palmer, bait; Fox Gun Co., double guns and single barrel trap guns.

A far seeing providence has provided the Bowlds' home with two young sportsmen, ages nine and sixteen, who have access to some of the finest outdoor equipment obtainable and who are just waiting for the time when they'll know as many sporting goods buyers as their Dad.

H. E. EMERSON WITH L. S. LEWIS

During the month congratulations have been extended to both L. S. Lewis and to Harry Emerson with the announcement of their business association in the Ewing-Lewis Co. Some little time ago Mr. Lewis purchased the interests of Orville Ewing, when the latter desired to retire, and now Mr. Emerson enters the firm and will take charge of the San Francisco office.

The Ewing-Lewis Company has represented large, standard manufacturers in the tool, builders' hardware and automotive equipment line for the past ten years, and during that time has earned an enviable respect and reputation for their consistent policy and absolute integrity and reliability.

For the past sixteen years Harry Emerson has been the popular and able tool buyer for the Union Hardware and Metal Co. and is one of the best informed men in this line in the West. As a boy he entered the trade in the organization of the Western Metal Supply Co., and since that day he has constantly prepared himself for more valuable service in the trade.

Mr. Lewis is well known in every jobbing house in the West, and enjoys the confidence of the buyers. As a boy it was his ambition to be a hardware man, and he has carried through. He was with Mr. Emerson in the Union Hardware and Metal Co.'s organization some years ago, and was also experienced in the retail business for some little time before forming with Mr. Ewing the Ewing-Lewis Company.

As has already been announced to the trade, the Clover Manufacturing Co. of Norwalk, Conn., has just appointed the Ewing-Lewis Company its Western sales representatives. These enterprising manufacturers of grinding and lapping compounds have for some time maintained a Western branch office, which has been closed under the new arrangement. This line, in common with every one handled through the Ewing-Lewis Co., is sold through jobbers only.

J. F. RHODES OPENS OFFICE

J. F. Rhodes, popular Western sales manager for the Atlantic Stamping Co., has opened offices and headquarters at 445 Rialto building, San Francisco. Mr. Rhodes has covered the Western territory for many years out of Rochester, N. Y., and although he is one of those fellows who is on the move most of the time, he will now enjoy the luxury of headquarters and a permanent mailing address.

SANBORN & STROMBACH ORGANIZED

George A. Sanborn and J. Strombach have announced the formation of a partnership as Western sales representatives for lines in the hardware and automotive equipment trade. Already they have completed arrangements with a number of standard manufacturers, and there are pending a number of other possible connections.

Both Mr. Sanborn and Mr. Strombach are best known for their former representation of J. Wiss & Sons Co., shears, and Kraeuter & Co., pliers, both of Newark, N. J. Mr. Sanborn has handled these lines for the past 12 years. They will confine their sales to the jobbing trade only, and are handling only standard, staple lines.

The Estes Hardware Co. are planning to enlarge their stock, and have changed the name to the Mitchell-Estes Hardware Co., at Visalia.

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Announcing

"DADDY-LONG-LEGS"

The Newest Accessory for the

KAMP KOOK KIT



If you do not carry Auto-Kamp-Kook-Kits in stock, send today for complete details of the line. It offers splendid profits, we offer many advertising helps, and it is advertised widely in the national publications, and it has many friends.

Daddy-long-legs will appeal instantly to your customers. It brings up the stove to an easy cooking height, raising it 25 inches from the ground. In the bungalow or the permanent camp "Daddy-long-legs" will prove a wonderful convenience. Retail price for set of 5 for any single or double burner stove, $1.25. Set of 6 for three burner stove, $1.50.

We are constantly striving to make Auto-Kamp-Kook-Kits more efficient and more convenient. That is why the little stove has so many fast friends. The genuine Auto-Kamp-Kook-Kit is furnished in a rich brown enamel with polished brass tank. It has many exclusive features found in no other stove.

Prentiss-Wabers Stove Co.

General Offices and Factory

18 Spring Street, Wisconsin Rapids, Wisconsin

REPRESENTATIVES

Chicago, Ill.
MR. W. AL. TREAT
190 North State Street

Denver, Colo.
SPRAKE SALES CO.
304 Charles Building

Portland, Ore.
MR. F. H. CHOWN
1121 Gasco Building

Dallas, Texas
MR. GEO. E. VICKERS
411 North Mont Clair Street

Los Angeles, Cal.
MR. HARRY M. WATERMAN
1311 South Figueroa Street

New York, N. Y.
MR. CHAS. G. JOHNSTON
98 Park Place

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Lords of the Estate in Western Realm

If this were to be published in merrie England, we would fear that we might be poaching on some royal title or besmirching the dignity of a titular sovereign. Yet our readers know that we are referring to the western executives of the Estate Stove Co. of Hamilton, Ohio, and that their enterprise and resource in disposing of Estates have earned any royal reference that might be implied.

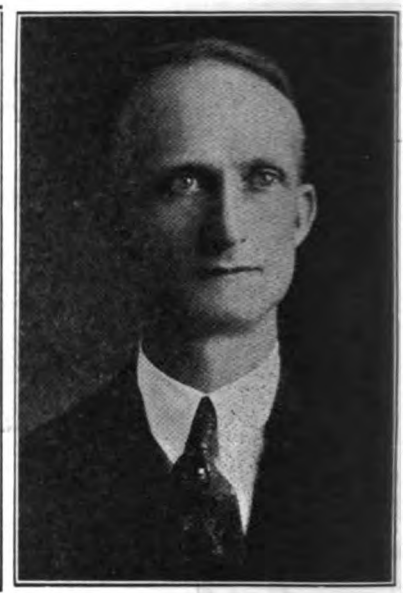
The Estate Stove Company was one of the first of the stove manufacturers to make electric ranges. As a result they yield to no one in the quality, the finish or the performance of their electric ranges that have been on the market for a number of years.



SYDNEY A. BECK



H. W. LIPPERT



J. P. DAVIDSON

Not one of these "rangers" is a new figure in the western stove and heating world, yet each has the same enthusiastic and energetic spirit, as though he had started out just yesterday, fired with a determination to put an Estate into every household in their territory (and you know it's "the Stove that Stays in the Family"). Coupled with the spirit of youth is the added advantage of years of experience and acquaintance in the stove business.

The dean of the trio in point of service is Sydney A. Beck, Pacific Coast Representative in the Northern District. For twenty-one years Mr. Beck was a member of the organization of M. Seller & Company as stove department manager, and during that time he made the acquaintance of the Estate so intimately, so thoroughly and satisfactorily that he has never been able to get very far away from it.

Supplementing his long distributing experience, Mr. Beck was lately Sales and Advertising Manager of the Hammer-Bray Company, so that he is versed on the sales problems from a manufacturer's standpoint at first hand.

Mr. Beck is in charge of the company's western headquarters and display room in the Furniture Exchange Building, San Francisco.

In the Southwestern District the representative is Jack P. Davidson, who started selling stoves to the trade 15 years ago as a member of the W. F. Boardman Co., with the Reliable and Dangler lines. For the past few years, as Sales Manager of the C. B. Babcock Co., he has handled the Eclipse and other gas burning equipment.

Mr. Davidson is a familar and popular figure in all sections of the territory and now makes his headquarters in Los Angeles, from which point he is in close touch with the hardware trade of Southern California, Arizona and New Mexico.

In the Electric Range Division, H. W. Lippert is Pacific Coast Manager and though he works through different trade channels, the central stations and power companies and the electrical interests, it is all for the same end, to convince the trade and the ultimate consumer that an Estate stove is as good as he can buy. Mr. Lippert is a thorough electrical man, having been Inspector of Stations for the New York Edison Company before his connection with the Estate Stove Co. He is particularly proud of the combination gas and electric and the combination coal and electric stoves which the Estate Company manufactures.

It is the hope and plan of the Western distributors for the Estate Stoves that there shall be one live Estate dealer in every town. We see no reason why this intention should not be carried out. There is always at least one live dealer in every town of the West and there is no reason why a live wire organization cannot join forces with this live merchant. It is a rule of business as well as of science, that "like attracts like".

CAUSE FOR WORRY

There was a man
And all his life
He'd worked in a shipyard;
And he had a baby
And it was going to be christened,
And for a week
He couldn't sleep nights
Because he was worried
For fear the minister
Would hurt the baby,
When he hit it with the bottle.

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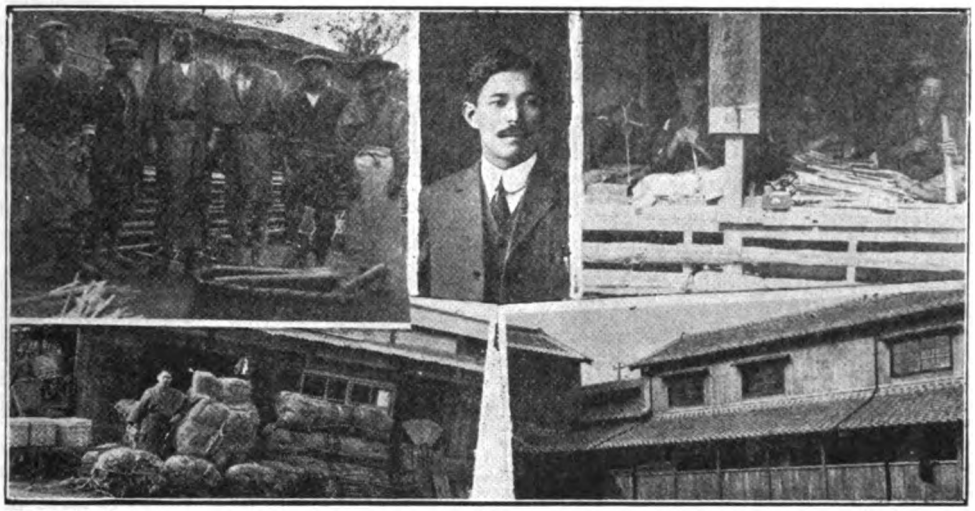
PROFITS RISE AS LEAVES FALL

The Star bamboo rake, announced elsewhere in this issue, will be found to be a profitable item and a quick seller, particularly at this season of falling leaves and dusty garden paths. Brought from Japan originally and introduced by Japanese gardeners in the West, it has now become a standard item with hardware jobbers and merchants throughout the West and is rapidly being introduced into all sections of the country.

Inosuke Tsuchiya, manufacturer, patentee and director of distribution of the Star bamboo rake, has been quick to adopt the methods of distribution of the United States. He holds United States patent No. 54878 on the improved rake, including bolts and metal bands which fasten the fan-like prongs of light bamboo with a tooth on the end of each, to the heavier bamboo handle.

The Star had its rise in the land of the rising sun and is still manufactured there at the rate of 40,000 per month, under the direction of Mr. Tsuchiya. The Tsuchiya Trading Company distributes the rakes in the United States, with offices in San Francisco and St. Louis. They will be glad to forward a free sample with prices to any merchant not familiar with the item. The same offer applies to jobbers, who are stocking the rakes very generally.

Aside from the demand from householders for use on lawns and garden paths, the Star rake has been extensively used at oil service stations, by parks, playgrounds and cemeteries, at golf links and country clubs and wherever a light firm surface rake can be used.



GLANCES AT STAR BAMBOO RAKES IN THE MAKING

Center—Inosuke Tsuchiya, President Tsuchiya Trading Co. and manufacturer, patentee and in charge of sales in the United States. **Upper left**—Group of workers in the bamboo forests, who prepare the raw materials for Star rakes. **Upper right**—Rake makers in the Kobe factory splitting, binding and shaping the rakes. **Lower left**—Finished rakes ready for shipment from the Kobe warehouse. **Lower right**—Exterior of the Kobe factory where Star rakes are made.

NEW FEELER GAUGE No. 569



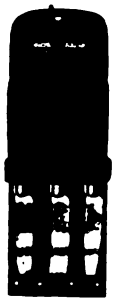
Goodell - Pratt Co. of Greenfield, Mass., have placed on the market a new feeler gauge which they are in a position to sell at a very low price owing to economy in its manufacture without in any way detracting from the accuracy of the tool.

The price is so low that every individual owner as well as every mechanic who is able to set tappets, can well afford one.

This gauge is particularly adapted to the needs of the motor car owner for use in setting valve tappets, timer and spark plug points. It has six leaves .002, .003, .004, .005, .010, and .015 inch thick, making possible in combination all thicknesses by thousandths from .002 to .039 (except .038).

Leaves are 2¼ inches long by ½ inch wide. They are held together by a screw and nut, which are readily removable for inserting or replacing leaves. There is no case, or sides, for this gauge; the leaves not in use forming a handle. Price, each, 60 cents. They are packed ten in a pasteboard box.

A WALL CASE OF KITCHEN KNIVES



Three kitchen knives of the famous R. Murphy Stay Sharp line——"the standard of enduring quality for 71 years" — that are especially popular are the three known as "French Cook," "Square End," and "Sharp Point." They are as inseparable as those doughty blades, the Three Musketeers, covering each its individual range of usefulness in the efficiently-managed kitchen. And so R. Murphy's Sons Co. are making a hit by furnishing them in a handsome and convenient imitation leather wall case, to match rubberoid or natural wood handles.

The "Square End" knife is especially useful in cutting and marking dough, removing the ends from string and wax beans, and cutting corn from the cob. The "French Cook" is used for all kinds of paring and in cutting fruit, etc., and the "Sharp Point" is of especially all-around use. The knives together with the wall case make a popular and "big dollar's worth."

C. C. Weiss of West Pico Street, Los Angeles, is erecting a $75,000 building on Pico Street and Second Avenue.

Weeks Hardware Co. are planning a new location at Sebastopol, to take care of their increasing trade.

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PIONEER STOVE MAKER PASSES ON

The recent death of Elimar H. Stockstrom, at the age of 74 years, marks the passing of one of the pioneer stove men, one who greatly assisted in building up the stove industry of the country.

Mr. Stockstrom came to the United States in his early age and entered the employ of the Ringen Stove Co., at St. Louis. Through hard, diligent work he advanced to the position of secretary, and at the entrance of the Ringen Stove Co., into the American Stove Co. he continued as manager of the Ringen division, as well as Third Vice President of the American Stove company, which position he held until he retired from active service two years ago.

Mr. Stockstrom was of a quiet, unassuming nature, one who preferred to do his work in a quiet way and one who never boasted about his achievements. Through his untiring efforts he assisted in developing a large number of friends for the company with which he was connected and in this way greatly increased the volume of business from year to year. It is a tribute to the efforts of such men as Mr. Stockstrom that today the American Stove company is the largest stove manufacturing concern of the country.

PASSING OF WELL KNOWN TRAVELER

Elmer E. Hull, who had been connected with the Cincinnati Tool Company for many years, since 1896, spending most of his time for the last twenty-five years traveling throughout the United States, Canada and Cuba, and was one of the best known and best-liked salesmen calling upon the hardware trade, passed away recently at his home in Arlington Heights, Cincinnati, Ohio, at the age of 61 years. Mr. Hull was born in Knox county, Missouri, July 1, 1861, and was married to Miss Eva A. Wood of La Plata, Missouri, on October 18, 1891, who survives him. The many friends who knew Mr. Hull will unite in extending to her their sincere sympathy.

PIONEER HARDWARE MERCHANT PASSES

Announcement has been made of the passing of E. H. Heberlein a pioneer hardware merchant of Edmonds, Wash., which occurred at his home recently. Mr. Heberlein went to Edmonds from Kansas in 1889 and opened a tin shop, but for the past 2ɔ years he conducted the Edmonds Hardware company, and it was only recently that he disposed of it to Messrs. Gove and Lauridsen.

His friends were known by the hundreds who will extend to the widow and his sons their sincere sympathy.

MOSLER METAL PRODUCTS CORPORATION

This firm succeeds the A. R. Mosler & Co., who have been in receivers hands for about twenty months. This organization has now been taken over by a number of prominent financiers, and the business will hereafter be conducted under the name of the Mosler Metal Products Corporation making a complete line of spark plugs, radio material and automotive equipment.

J. Hallgarth a merchant of Elgin reports a very excellent outlook for the balance of the year.

Lodi Hdwe. company, of which W. C. Archbold is manager at Lodi, are adding to their stock and taking on new lines. They report a most excellent outlook.

David L. Gregg of the Neale & Gregg Hdwe. company has purchased the business from his partner at Glendale. The name will be changed to the Gregg Hardware company.

ELECTRICITY CONQUERS THE WORLD

Among man's scientific achievements, one of the greatest is the discovery and the use of electricity. The accomplishments and benefits derived through electrical energy are apparently unlimited and universal.

This mysterious agent carries messages around the earth in a few seconds time, drives all sorts of machinery of every description for man's almost every need, turns night into day, cold into heat, heat into cold, and now performs another universal human service with "perfect cooking."

The term modern home lacks completeness if wanting in electrical house-keeping appliances, especially the important ones, such as the electric range, clothes washer, dish washer, ironer, and water heater. The real modern home is truly the electrically equipped home. This fact is being rapidly recognized by the home makers throughout the land, and every day sees more and more electrical house-keeping appliances installed.

Of these appliances, the electric range is fast coming to the fore, and it will not be long before the electric range will rival all forms of cooking apparatus that are now in use in homes within reach of power lines.

To quote J. B. Vallen, manager of the Cadillac Manufacturing company, one of the large manufacturers and wholesalers of electrical appliances in states west of the Missouri river and the Orient:

"'The Home Electric' is no longer a wealthy man's hobby, but fast becoming a reality with men in almost every walk of life. Why shouldn't it be? The only reason I can attribute to the seemingly slow progress in realizing this dream by all home makers heretofore is mainly due, after all, to the layman's belief that electricity is tremendously expensive, therefore a luxury. This opinion, of course, is not based on actual knowledge through investigation, but rather on spontaneous conclusions, which are all wrong.

"That is not to be marveled at when we look back and see what a luxury the electric light was thought to be, and for a long time hung on to the old kerosene lamp and refused to be convinced of the superior and economical use of electric lighting. Could you take the electric light away from even the most mediocre home? Hardly. That is true of the telephone, vacuum sweeper, and many other home appliances in use today, that were once thought to be an expensive luxury. You see then, all has changed, thanks to the high intelligence of the American people, and this change is continually going on more rapidly now than ever before. It is only a question of enlightenment."

TRUSLOW NOW ADVERTISING MANAGER FOR WESTERN CARTRIDGE COMPANY

Neal A. Truslow was recently appointed Advertising Manager for the Western Cartridge company, East Alton, Ill. Mr. Truslow, since 1917, was Assistant Advertising Manager for the Hercules Powder company, which position he resigned to accept the managership of the Western Cartridge Advertising Department.

Mr. Truslow's broad merchandising training in the ammunition field is especially valuable—his experience in preparing advertising and sales matter designed to help dealers should prove of wonderful assistance to the trade.

The Van Dyke Hardware & Manufacturing company, 310 First ave. S., Seattle, are planning to manufacture radio sets.

De Weese Hardware & Lumber company of Bell, was recently destroyed by fire loss approximately $10,000 partly covered by insurance.

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WALL OILERS & TORCHES

THIS illustration shows just part of the family of Wall Superior Products. Not "all dressed up with nowhere to go," but every one strong, sturdy and with a mission in life. Heavy steel, all brazed with hard, brass spelter solder—will stand a red heat without damage. A line of oilers and torches you can guarantee to your customers for five years. And we stand back of you. Just as profitable as what you handle now and they build good will. Quality, all quality—that's Wall.

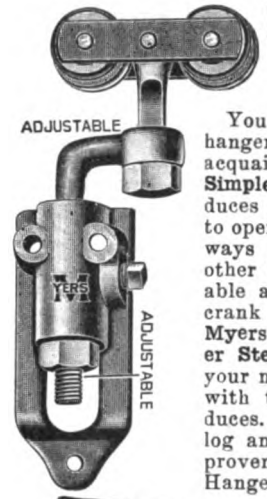
Also a complete line of copper-plated oilers and fillers. Write for catalogue.

P. Wall Mfg. Supply Co.
Pittsburgh, U. S. A.

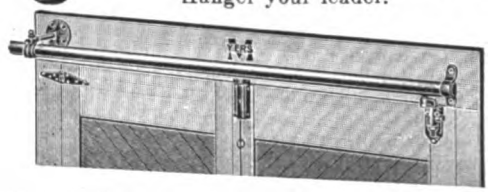


WALL PRODUCTS *for* INDUSTRIAL USE

MYERS Simplex Garage Door Hanger No. 30



You are familiar with door hangers in general, but are you acquainted with the **Myers Simplex**—the hanger that produces snug, tight fitting, easy to open and close, all year doorways for garages, barns and other buildings. Being adjustable and fitted with patented crank stem, and used with **Myers New-Way Tubular Girder Steel Track**, it will please your most particular customers with the door service it produces. Write us today for catalog and prices, and make this proven and practical Myers Hanger your leader.



THE F. E. MYERS & BRO. CO. - Ashland, Ohio
ASHLAND PUMP AND HAY TOOL WORKS

See the "NEW DUMACO"

HOSE NOZZLE



Before Placing Your Order for Next Season

You can sell more garden hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

—and WHY? Listen:

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially **improved packing** that makes leakage absolutely impossible.

In operation it is simplicity itself. One turn, and you have a straight flow; another, and there is a fine spray; a third, and the water is shut off—instantly. The stream is longer and the spray finer than in any other nozzle sold.

Each NOZZLE is factory-tested and fully guaranteed.

In price, it is right, and the most profitable for you to handle. We sell it much lower than any other is offered.

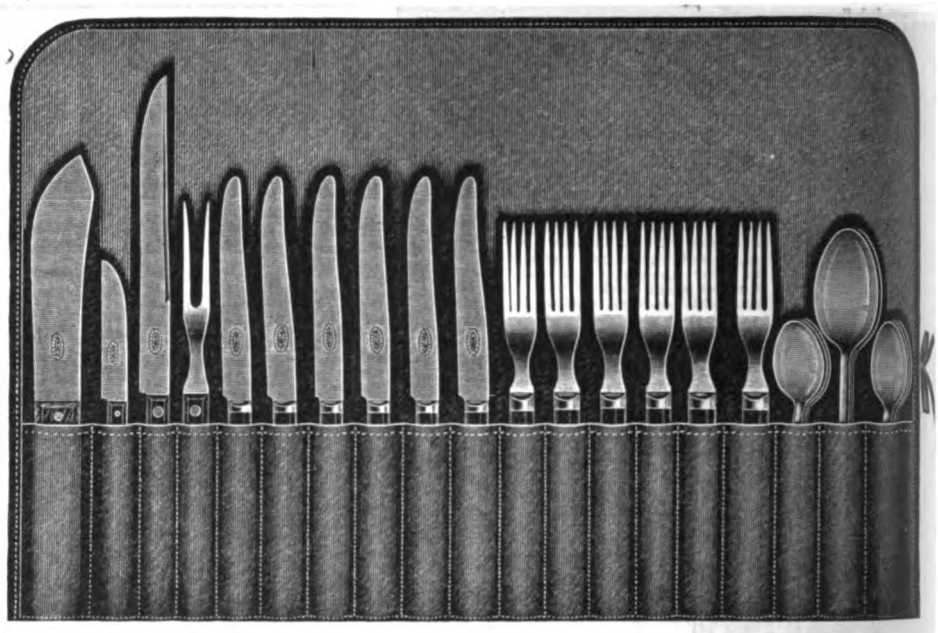
ORDER FROM YOUR JOBBER OR WRITE US DIRECT

The Durst Manufacturing Co., *Inc.*

San Francisco	Philadelphia	New York	Seattle	Los Angeles
109 New Montgomery	19 South Seventh St.	119 Chambers St.	L. C. Smith Bldg.	201 Douglas Bldg.

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STAINPROOF AUTOMOBILE PICNIC SET



Lamson & Goodnow Mfg. Co., the well-known cutlery manufacturers, in order to meet an increasing demand, have prepared a camp or picnic outfit which will not rust or stain. It is an outfit that is in demand by every picnicker or camper. It is packed in a neat canvas tool case which, when rolled up, requires but a small space in a car or kit or lunch basket. The automobile set consists of the following:

½ dozen each Stainless Steel Knives and Forks.
½ dozen Heavy Silver Plated Tea Spoons.
½ dozen Table Spoons.
1 only Lunch or Slicing Knife with Fork to match.
1 only Paring Knife.
1 only Stainless Steel Butcher Knife.

making in all 24 pieces. The set retails for $14.50. This is sold by jobbers generally and they will be glad to see that proper trade discounts are quoted to any of our readers who are interested.

Inquiries may be addressed to their nearest office or representative: Lamson & Goodnow Manufacturing Company, factory at Shelburne Falls, Mass. New York office, 36 Warren street; Boston office, 7 Water street; Chicago office, ———; San Francisco office, Wells Fargo building.

The Best Carpenter Saw Made

UNDER the new Simonds Standardization plan that exceptionally fine BLUE RIBBON LINE of hand saws is the one best selection for the dealer. Carpenters and other mechanics select them because they are perfect in temper, grinding, balance and wonderful edge-holding qualities.

Write for dealers special discounts.

SIMONDS

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FLEXIBLE MATTING FOR ANY FLOOR

"A mat is a mat", says the Keystone Wire Matting Co., of Beaver Falls, Penn., but the very best is Keystone flexible steel mat, "Rolamat" reversible wooden matting and the Ideal low priced wire door mat, all products of the Keystone mills.

Their flexible steel matting is made of galvanized ribbon steel strips with a continuous crimp, ⅜" deep by 1/16" thick, hinged together with galvanized steel rods so that it can be rolled up in a perfect free and flexible manner. The company carries in stock 100 ft. rolls from which can be made complete mats of any length. Mats are also cut in eight sizes ranging from 16"x24" to 40"x72".

The Ideal door mat is furnished in four stock sizes only, made of galvanized round steel wire with a mesh of flat coil construction woven on a one piece steel frame electrically welded. This gives a satisfactory mat for residence or domestic use at a low price with the reversible and self cleaning features.

"Rolamat" hinged wooden matting, designed for shops, stores and public places, provides an easy tread and keeps the feet dry by elevating from all moisture on the floor. At the same time it rolls up like a carpet and is easily removed for cleaning. "Rolamat" is made of high grade maple, thoroughly oiled, with resilient tread. Being reversible it gives double wear. It may be obtained in even inch widths from 18 to 26 inches and is made in any length desired.

The Keystone Wire Matting Company is represented in the West by the J. J. Brown Sales Co, with offices at 618 American Bank Building, Los Angeles, Calif.

Collings Vehicle & Harness company of Phoenix, who do a general business, also handling house furnishings, stoves, paints, report a very satisfactory season trade and a good outlook.

TOPPING MFG. CO.'S HANGERS FOR SLIDING DOORS

This company manufacturers hangers that are known by the names of "Red Rib," "World's Best," "U. S. Standard," "Safety" and "Storm King."

To get best results hangers should be used with the longest length of track possible. The fewer joints prevents sagging of the track that so often occurs when short lengths are used, due to improper placing of the brackets when putting up.

The "Red Rib" hangers have advantages over all other types of hangers using tubular track. The wheels run on the top of the "Rib" within the track above the dust and dirt that is bound to accumulate in track of the ordinarv type and which makes the hangers operate hard; consequently "Red Rib" hangers slide easily.

The wheels are cast solid from grey iron, and each has two turned grooves in it, causing it to center in the track and prevents "shucking" and scraping along the inside of the track. This means less noise when opening and closing the doors, and what is more important it eliminates all friction and consequently insures the easy rolling of the wheels and easy action of the doors.

The solid wheel with two grooves in it also serves to tie the track together, and absolutely prevents spreading. All wheels are fitted with steel roller bearings.

The track is more easily put in place by reason of the construction of the brackets, i. e., in two parts, as is shown on page 18 of the catalogue. One man can easily install a long length of track whereas with other makes, two are required to do the work.

The Topping Mfg. company of Ashland, Ohio, of any of their jobbing or sales connections will gladly give you further information.



It Hangs Just Right

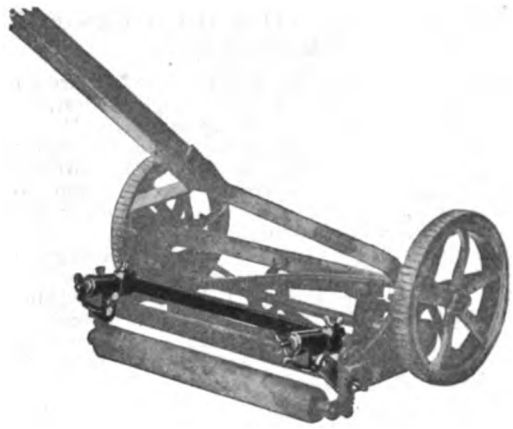
Simonds Manufacturing Co.

"The Saw Makers"

Portland, Oregon
Seattle, Wash.

San Francisco, Cal.
Vancouver, B. C.

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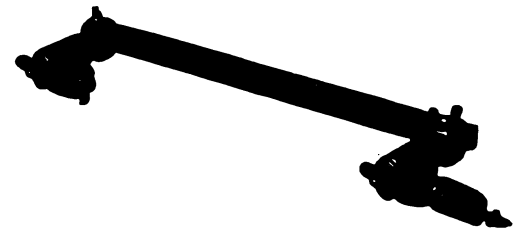
SUPERIOR LAWN MOWER SHARPENER

The Luther Grinder Manufacturing Company of Milwaukee have perfected and are offering to the trade a very practicable, efficient lawn mower sharpener.

The lawn mower sharpener can be attached to the lawn mower in a couple of minutes. Then, as you mow, the sharpener does the work. It gives the lawn mower a perfect cutting edge that only a very skilled mechanic can equal. The sharpener is made of "Dimo-Grit," one of the fastest sharpening substances known.

Once it is attached and adjusted it is ready for instant use at any time. After sharpening, by a simple turn of the hands, the sharpener is easily disengaged from the blades. You leave it on the mower. It is never in the way.

With a Superior lawn mower sharpener you can keep your mower in tip-top cutting shape — without extra



work and without spending a penny after the first small cost of the lawn mower sharpener.

The Superior lawn mower sharpener is made in sizes to fit blades from 9" to 22".

For further details write Luther Grinder Mfg. Co., Milwaukee, Wisconsin.

Barton Varner has engaged in business at Schleswig, Iowa.

Kuntz Bros. have purchased the stock of the Wilhite Hardware store at Strawn, Ill.

The Goss Hardware Co. have recently moved into a new building at Culver City, and are adding to their stock.

Richardson-Monks Hardware Co. are the successors to the Kinnear Hardware Co. at Bonners Ferry, Idaho, and are handling everything pertaining to hardware, sporting goods, auto equipment, housefurnishings, automobile accessories and implements, washing machines, toys, etc.

A. A. Trebon of 1236 Iowa Street, Dubuque, Iowa, has purchased the Klauer & Kress Hardware Company.

AJAX
PLURAL SOCKET PLUGS



No. 33

LEAVE LAMP IN POSITION INTENDED

MADE RIGHT—PRICED RIGHT

No. 22 NOW . . . $0.75 Each
No. 33 NOW . . . 1.00 Each

As these goods have been nationally advertised at $1.00 and $1.25, here is your opportunity to do big business at the new prices.

DISCOUNTS TO THE TRADE:

Less than 50 ..... 30%
50 to 90 ..... 35%
100 and over 40%

F. O. B. Any Jobbing Point in the U. S.

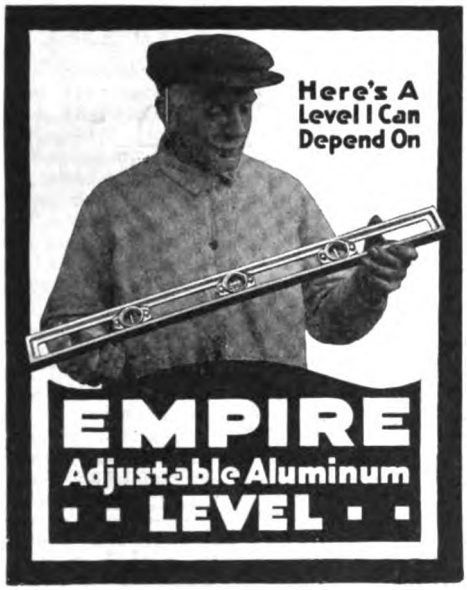


No. 22

Any exclusive wholesaler can fill your order or we will ship direct.
Order Your Stock Now and be the first to announce this line at these prices in your city

AJAX ELECTRIC SPECIALTY CO.
ST. LOUIS, MO.

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EXPRESSES THE UNANIMOUS VERDICT

This photo, through a window, of a mechanic at his bench, holding up an Empire adjustable aluminum level and expressing his satisfaction, both in word and attitude, is typical of many thousands of expert users who are enthusiastically satisfied.

They tell us they are repaid from the start in the convenience of making repairs. With an Empire, where the vial cases are adjustable and interchangeable it is possible to repair or renew a broken level glass in a couple of minutes, instead of being tied up for some time and at considerable expense for the new glass on stationary type levels.

The Empire adjustable aluminum level was conceived by men who have had many years' experience in manufacturing technical mechanics' tools. It has been found to be just as accurate as the stationary type and costs but little more.

In about a year that the present style has been on the market leading hardware and tool merchants throughout the West have found that a stock of these levels is a money-maker. The Empire Level Manufacturing Co., Milwaukee, guarantees every level on which the name Empire is stamped.

In the West, the manufacturers are represented by the Sprake Sales Co., with offices at Los Angeles, San Francisco, Portland and Denver, who report the same reception and acceptance of the level in their territory as in the balance of the country.



NEW "SIX-SIXTY" SCREW DRIVER

The H. D. Smith Company, probably the oldest drop forgers in the United States, the beginning of whose establishment dates back to 1850, have placed on the market a new "Six-Sixty" screw driver which is a perfect handle standard, solid one-piece drop forging with handle inserted under tons of pressure and then riveted.

The wings are appreciated when used with greasy or sweaty hands, for in stubborn cases a wrench could be applied to the wings; furthermore, when the screw driver is laid down by a workman, it will not roll away. They claim it is the best screw driver made, and it is likewise an equally good drawer of screws.

It is their policy to live up to their slogan, "Originators, not imitators."

100% PROFIT—100% SATISFACTION.
That's why Hardware Men like to sell

RED-E-FOR USE Razor Strops

A strop you can guarantee to your customers. Made of fine quality horsehide and shell cordovan, tanned in our own tannery by our own processes. Requires no breaking in. Our Pledge: A Keen Edge and a Pleasant Shave.

Free Display Stand with 1½ Doz. Assortment

Prove the profit possibilities of RED-E-for-Use Strops with this Assortment. Handsome oak or mahogany Display Stand FREE, with initial order. Assortment includes strops for all razors also Blade Holders for stropping all makes of safety razor blades.

Assortment with Free Display Stand, $15 F. O. B. your store by parcel post. Retails $30.75; your profit 105%. Order today or write for further information.

GIBFORD MFG. CO., 608 Payne Ave., Adrian, Mich.



Link up your name with that of the ~

RELIABLE
Standard
BLUE FLAME
Wickless
Oil Heated Colony Hover



IT IS comparatively easy to produce baby chicks. It is quite another matter to raise them successfully. Various devices have been used with more or less satisfaction. The best method yet discovered is found in our 1922 Model Blue Flame Hovers. In them we have attained the highest degree of perfection in chick brooding. Whether you are a city back-lotter, a poultry farmer or a fancier, you will find this system by far the safest and best.

Successful Poultry Raising Depends So Much Upon Successful Brooding

Burns ordinary kerosene or coal oil with a clear, even blue flame. No soot; no fumes; no odor; no wicks to trim; no smoke. Every burner is adjusted at the factory to the maximum flame. It is impossible to overflow. Produces a well controlled heat, sufficient for any purpose. Easily adjusted; automatically regulated. Made in various sizes. Provides pure warm air and plenty of it. Saves fuel; saves labor. Saves its cost every season in preventing chick losses.

The Dealers Find It an Easy Seller Good profits and satisfied customers. Our extensive advertising campaign and close co-operation helps dealers. They appreciate it. The Blue Flame Hover is an easy seller. Better write us without delay. Book your orders in advance, thus insuring a supply. These Hovers are built of galvanized steel. Shipped completely assembled; ready to bolt the legs to canopy. Place heater where wanted, fill with oil, adjust burner to required heat, and it is ready to start. No complicated parts. It is simplicity itself.

All Reliable Incubators, Brooders, Hovers, Poultry Appliances and Fixtures are backed by our positive money-back guarantee. 41 years at it.

Write for Dealer Terms & Prices



RELIABLE INCUBATOR & BROODER CO
Dept. J QUINCY, ILL., U.S.A.

Reliable because right.

J. W. Myers, Pres.

Lewis H. Schmitt, vice-president, was in charge of sales for 18 years, and upon Mr. Schmitt's death, in December, 1921, H. P. Kniskern, formerly the buyer of one of the largest railroad supply jobbers in the United States, became sales manager.

Recently they appointed the J. J. Brown Sales Co. of Los Angeles as the perfect handle sales representative on the Pacific Coast, who are one of the most enterprising representatives in the West.

The members of this sales organization enjoy a high reputation as being exceptionally well posted men.

Formoso Hardware Co. at Formoso, Kan., is a new enterprise.

F. J. Skala of Big Timber, Mont., has purchased the Valley Hardware stock at Wallowa, Ore. He plans to continue the business. He has been in business for many years in Montana.

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Enameled Ware – *the* Clean Ware for Preserving Time

INCREASE ENAMELED WARE SALES IN PRESERVING TIME

Many stores have come to look on preserving as the life-saver of the housefurnishing department in the summer time. Summer is usually considered a slow time for kitchen utensils and yet in many of the kitchens it is usually the busiest of the year. Preserving, therefore, is the key to big summer sales in kitchen ware.

The stores which have made the most of preserving have not been content merely to refer to it in their early summer ads, but they have carried out a strong campaign all through the season—from the beginning of June right into October. There are different fruits which appeal to the housewife's preserving skill every few weeks all through these months and each is a good talking point for driving home sales of utensils.

Around the features of enameled ware preserving utensils are built up lively sales of all kinds of accessories from jars and rings to knives and hullers. Enameled ware is popular because of its smooth, impervious, sanitary surface which is not affected by the stickiest and most acid of fruit boiling and which does not affect the most delicate color or flavor of the preserves. Also, it is easy to clean, and easy housekeeping makes a strong appeal at preserving time.

All kinds of successful merchandising ideas are made possible by these features of enameled ware. The housewife who is proud of her preserving is the best kind of customer for housefurnishings and it is more than worth while to make your store known to her as the store which serves her needs. Playing up enameled ware preserving will make your store mean something to her which she is not likely to forget when she needs other things.

A big line of different pieces makes for a lot of business—and the range of enameled ware utensils for preserving includes a large variety of useful pieces from a spoon to a large capacity preserving kettle or a sterilizer for jars. Many stores have found a good turnover accelerator in combination offers—enameled ware preserving vessels and accessories are grouped into combinations or outfits which are specially priced and make good crowd drawers.

Advertising material featuring preserving is now being sent out to dealers by the service department of the Associated Manufacturers of Enameled Ware. It consists of an album of layouts, both text and illustrations, for newspaper ads. The ideas and cuts are also used for circulars, leaflets and throwaways. The drawings, following the previous series of cuts issued by the Associated Manufacturers of Enameled Ware, were prepared by some of the best known pen-and-ink advertising artists in the country and the copy is lively and attractive. Any dealer who has not yet received the ad album should write 46 Cedar Street, New York. The Album and cuts are free.

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NEW STARRETT PISTOL GRIP ADJUSTABLE HACK SAW FRAME

The L. S. Starrett company, Athol, Mass., are placing on the market a new pistol grip hack saw frame, No. 169, that combines remarkably handsome apperance, exceptional balance and several features of design which make for convenience and serviceability.

The checked hard rubber handle is designed to give more finger room and better feel. The pawl of the adjusting mechanism on the back is set down inside the frame as low as possible so that with the straight line back a very attractive stream-line effect is obtained. The back is constructed of steel tubing, eliminating all possibility of buckling. All steel parts are nickel plated.

Constant spring tension on the bolts holding the blade and the position adjustment make changing the blades exceedingly simple and rapid. The adjustment by means of the pawl permits the use of blades from 8 to 12 inches in length.

The depth of the frame from the cutting edge of the blade is 3⅜ inches. This is deeper than the majority of frames on the market. The blade may be set to cut in any one of four directions by means of the wing nut. It is not necessary to remove the wing nut entirely in order to face the saw to cut in a different direction.

Especial care has been taken to obtain equalization of balance with the result that the frame has a perfect "hang."

VOSS BROS.' SWINGING WRINGER WASHER



Voss Bros. Mfg. Co. have placed on the market their new Voss Swinging Wringer Washer, of the following models—

E - 80 Electric —Peg Dasher. E-90 Electric— Vacuum Dasher. G-80 Gasoline Engine—Peg Dasher.

The wood parts are finished in natural color, the metal part is battleship gray color. Making them pleasing to the eye. They occupy space of 25½ by 29 7-8 inches with the bench folded down. With bench extended it measures 25½ by 43 inches. Driving mechanism is enclosed in heavy steel cabinet. The tub is of six sheet capacity being made of 1¼ inch selected Louisiana Red Cypress staves. Tub is slightly raised on one side to insure full drainage. All metal wringer with solid aluminum drain board. It is furnished with a positive safety release for releasing the pressure on rolls. The wringer locks automatically in four different positions and is one of the safest wringers made. It has a simple quiet running cut gear transmission with a flat belt drive and automatic belt tightener.

The price to the dealer for the various models are as follows:

	Recommended Dealer Price	Resale Price
E-80 Electric—Peg Dasher.....	$73.00	$109.50
E-90 Electric—Vacuum Dasher....	73.00	109.50
G-80 Gasoline Power—Peg Dasher..	51.00	76.50

(A small extra charge is made for electric washers equipped with odd motors other than regular A. C., 110 volt, 60 cycle motors.)

They will be glad to give further information to any of our readers upon request by writing them at Davenport, Iowa.

GOODELL-PRATT LINE EASILY RECOGNIZED

Goodell-Pratt Company recently issued the following notice:

When this corporation was organized more than twenty-five years ago to manufacture various types of hand and breast drills, we adopted a standard and distinctive finish consisting of a black enamel frame with a vermilion red gear. This same marking has since been applied continuously to these tools, and exactly the same colors to every other new tool which we have since manufactured to which such marking is applicable.

These markings, black enamel and vermilion red, have identified the products of this Company for a long term of years; and tools bearing such markings have been recognized, both by the trade and the consuming public, as the product of the Goodell-Pratt Company.

We have therefore acquired exclusive trade rights to these distinctive markings and hereby notify the trade, and our customers, that we propose to protect our trade rights against all infringers, under the law of unfair trade competition sanctioned by the Courts and the Federal Trade Commission.

NEW STANLEY GARAGE HARDWARE WINDOW DISPLAY

The Stanley Works of New Britain, Conn., are sending out to their customers a new Garage Hardware Window Display Cutout, measuring 28x38 inches, lithographed in ten very attractive colors.

Live merchants who are specializing on Garage Hardware will do well to secure one of these new Stanley cutouts.

A very attractive window display may be arranged by using the cutout as a background for the products themselves.

This company is also issuing three new Garage Hardware Window Cards, measuring 11x14 inches, printed in three attractive colors. These new window cards are being sent out with the window cutouts.

AMSTERDAM FIRM BOUGHT OUTRIGHT BY CAN COMPANY

Announcement has just been made by Malcolm E. Gray, president of the Rochester Can Company, of the purchase of the entire stock, equipment, and good will of the Menzies Street Cleaner Company, of Amsterdam, N. Y.

The Menzies Company has for years been regarded as one of the leading manufacturers of street-cleaning equipment, both horse-drawn and hand type, in the country. Its equipment is in use not only in cities in this country but abroad. Its output includes also steel shovels.

Mr. Gray said yesterday that it is the plan of the Rochester Can Company to operate the business in Amsterdam until such time as space can be provided in the can company's plant, which at present is taxed to its capacity in the manufacture of metalware.

Plans have been formulated, according to Mr. Gray, for greatly increasing the output of the newly acquired line and of marketing it on a still larger scale through the Rochester Can Company's extensive sales organization, which includes branch offices in the principal cities, sales connections throughout the United States and Canada, together with a rapidly increasing volume of sales in foreign countries.

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Plumbing and Heating

HOW TO FIGURE PROFITS

(By A. W. Burroughs)

In figuring your profits don't get your percentages mixed up.

Percentages of cost of doing business, and profit, should be figured on the same basis, namely on sales.

Suppose a merchant figures his cost of doing business at 18%. An article which cost him $10 is marked up 25% to allow him 7% profit. The sales price is then $12.50.

Cost, $10.00	$10.00
x 25 %	2.50
$2.50	Selling price, $12.50

Failing to sell the article at this price he marks it down 25%, figuring that the article will be sold at what it cost him.

What happens?

He actually loses $0.63 on the deal.

This is the way it figures out:

Selling price, $12.50	$12.50	Cost, $10.00
x 25 %	-3.12½	-9.37½
$ 3.12½	$ 9.37½	Loss, $ .62½

One of the important factors in making fair profits these days is the care the merchant should take in figuring percentages. Your markup as well as your markdown should be figured on the selling price only.

Where markup has been figured on the cost price, the following table will be found helpful in figuring different percentages of markup and markdown.

5	% on cost is	4¾	% on selling price
7½	% on cost is	7	% on selling price
10	% on cost is	9	% on selling price
12½	% on cost is	11⅛	% on selling price
15	% on cost is	13	% on selling price
16⅔	% on cost is	14¼	% on selling price
20	% on cost is	16⅔	% on selling price
25	% on cost is	20	% on selling price
30	% on cost is	23	% on selling price
33⅓	% on cost is	25	% on selling price
40	% on cost is	28½	% on selling price
45	% on cost is	31	% on selling price
50	% on cost is	33⅓	% on selling price
55	% on cost is	35½	% on selling price
60	% on cost is	37½	% on selling price
65	% on cost is	39½	% on selling price
66⅔	% on cost is	40	% on selling price
70	% on cost is	41	% on selling price
75	% on cost is	42¾	% on selling price
80	% on cost is	44½	% on selling price
90	% on cost is	47½	% on selling price
100	% on cost is	50	% on selling price

WHAT ONE WINDOW DISPLAY DID — AND SOME SUGGESTIONS

A certain Plumbing and Heating Dealer found that by some oversight, he had a tremendous overstock of plumbers' candles.

Just as much to get them out of the way as for any other reason, he stacked several opened packages of these candles in his window. Just by way of a touch of decoration, he bronzed several of the candles and placed them in with the rest. He put a price card in the window offering the bronzed candles for ten cents each. After this haphazard display had been in the window two days, he noticed a large number of children coming in and demanding bronzed candles at ten cents each. In another two days, he had completely sold out the entire lot, needless to say at a very handsome profit. The youngsters' fancy had been hard hit by the idea of having these bronzed candles to light their "Jack O' Lanterns."

Here was a case of a man stumbling on to a highly profitable piece of business, by pure good fortune. The most profitable part of the whole transaction, however, was that this particular dealer was thereby aroused to appreciate the force of good window displays.

In any form of business activity, it is always well to know the facts that have accumulated out of the experience of men specially engaged in that particular line of work. Here are some important ideas regarding window trimming out of the experience of professional window trimmers.

Neutral tones in the window will make goods stand out better than dark colors.

Select window pedestals that fit your line and keep them in good condition.

Do not try to fill a large window with small articles unless you group them.

Group only articles that go well together.

Show the public by business looking displays that you feel entitled to their patronage.

The capital you must depend upon is the capital: I.

Half heartedness leads to complete failure.

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PAYING WATER RENT BRINGS BUSINESS

It has remained for a Hoosier Plumbing dealer to "think up" a new way of serving his customers, and incidentally he was "not forgotten" for this service.

A. J. Cavanaugh of Indiana is the dealer who did this, and it brought him sales of $20,460 in fifteen days, at a total cost, including water rents and mail, of $600. That's approximately 3.2 per cent. Here's how it happened:

First of all, Cavanaugh had a "hunch" that it was considerable of a nuisance for the average farmer to make a special trip into town to pay his water rent, which might run anywhere from 50 cents to $1.50, or to remember to bring his statement with him when he came to town. And forgetting meant being involved in a lot of "red tape" and waste of time at the water company.

So Cavanaugh went to the water company with a proposition. He found the company would be glad to be relieved of the expense and bother of mailing statements, providing they had a guarantee that the bills would reach the people if they let Cavanaugh do it for them.

Then the merchant wrote to the taxpayers, offering to relieve them of the bother of paying these small amounts. He would pay their water rents for them, he said, and all they'd have to do would be to stop at his store whenever they found it convenient, get their receipts and just allow him the privilege of "figuring" on their needs. They didn't have to buy their merchandise from him if they didn't want to. All he asked was the opportunity to submit a bid and he assured them that the larger their order the greater the discount would be.

In all, there were some 3000 water-rent payers, excluding business and industrial concerns which, of course, were not included in the offer.

Of these 1050 accepted his offer.

As the merchant expected, all of them showed up at the store before long for their receipts. They just wanted to make sure the bills really had been paid and that the water company would not by any chance suddenly shut off their supply.

Out of this number there were only 27, Cavanaugh says, who "had the nerve" to take their receipts and walk out of the store without buying anything. There was a much larger number who made small purchases, not enough, considered in themselves, to pay Cavanaugh for his outlay in paying their bills. But many of them bought bills of goods as high as $40 and more. The total of sales, however, directly traceable to the payment of the water rents was about $20,460, an average of about $20 per person. And the outlay in water rents amounted to a trifle less than 65 cents per person; in short, about 3.2 per cent, and that amount was all repaid, so for his service he sold over $20,000 a month.

TRY THIS STYLE ADVERTISEMENTS OCCASIONALLY

An enterprising Missouri dealer recently found they could sell a number of farm power outfits by using the following advertisement in their local newspaper:

> "WANTED—A husband who thinks enough of his wife and self, to save time and work by buying one of our fresh water systems for the home."

A little later he inserted this advertisement—

> "FOUND—Three husbands who are willing to save their wives and themselves time and work by buying and installing one of our fresh water systems for the home."

Still later the names of the husbands who had purchased these systems were added. These advertisements proved most effective in enabling them to dispose of their stock.

The man who isn't a hero to his very young son will never be a hero to anybody else.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durabla { Valve Discs, Rod Packing, Sheet Packing, Union Gaskets, Gauge Glasses

Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers

PLUMBING, HEATING AND STEAM SUPPLIES

84-86-87-89 Front Street - - Portland, Ore.

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When a Man Calls You a Dog

(By Harry G. Nye. Copyrighted.)



If a man should call you a dog, I suppose you would stand up on your hind legs and howl, like a dog does, and start a fight, like a dog ought to. You would probably go down to his shop and ask him if he called you that, and help matters along by calling him something worse when you asked him. And before you two fellows got through you would undoubtedly muss up the place, and mess up each other, and get revenge, and black eyes, and bloody noses, and a lot of other things that are of no particular use to a plumber, however they may help a professional pugilist in his lifework.

But I've been thinking if anybody ever called me a dog I'd sit down and think it over before starting anything, and then if I went anywhere, it would be out in the back yard to apologize to the dog. I would say, "Fido" (or "Rover" or "Topsy," or whatever the case required), "I have just been made a member of your family, and I don't think I am equal to the honor or worthy of the name.

"I have just been called a dog by one of my loving competitors, and the best I can do is to give you his name and address if you care to go down there and do anything about it."

You remember that some fellow said, long ago, that the more he saw of men the more he thought of dogs, which was a way he had of saying that he didn't think much of men. But I think a lot of both of them, both men and dogs—and the more the men resemble the dogs the more I think of the men.

I never was very much of a hand to get my ethics out of a book, my religion out of a sermon, or my morals out of a decalogue or my philosophy out of a thesis. In fact, I don't know what most of those things are. As long as I had eyes to see with, a head to think with, and experience to go by, I figured I could get along. So if I wanted to know what's what, and what's right, I don't know but what I would as soon ask a dog as a professor.

Just think over some of the virtues that a man ought to have if he is going to make a success of running a business, big or little, or living life, and if you don't find more dogs that have them than men that have them, then I'll eat my hat, if you will wait until the straw season is really here. Did you ever know a man who would hang on like a dog, for instance? I don't mean just to hang on in a fight, but hang on to anybody or anything?

Were you ever adopted by a pup?—a yellow pup with long hair on his legs and ribs like a xylophone, and a wistful look in his eyes — I mean did you ever go up an alley, or along a street, or perhaps down a country road, and suddenly turn around and find an orphan of that kind trotting along behind, a dog who wanted a master, and who had honored you by deciding that you would do?

Did you ever yell at him, and scold him, and then start on—only to find that he was again jogging along at a respectful distance? Then maybe you threw a stick at him, and he stopped; and then a stone, and he sat down out of range; and then maybe you cussed him, and he lay down and looked at you regretfully, with a look of dog astonishment at your ingratitude.

For when a yellow pup adopts you he takes you as a woman says she takes you—for better or for worse, for chicken or bologna, afoot or a Ford, to love and to cherish, and with all his earthly fleas to thee endow. I want to tell you if any man says you have the sticktoitiveness of a dog, the patience of a dog, the affection of a dog, the courage of a dog, the merry heart of a dog, the sympathetic spirit of a dog, any characteristic of a dog, he is handing you a bouquet and not a brickbat, is paying you a compliment instead of slandering your good name.

If you can be a man like a dog — a friend even when friendship spurns you — if you can keep your attention fixed on your business like a dog keeps his nose on a scent, if you can jump and wag your tail and bark whenever you see a chance to be of service, then I say you are considerable of a man, because you are considerable of a dog.

I'd rather be a dog than be a man with none of the qualities of a dog. Because I want to go through life like a dog does, with friends to be a friend to, rather than just friends to use, watching both sides of the road, ready to fight or to play, and never quitting a poor trail because it is poor but only because I have found a trail that is better.

George G. Doyle, Jr., formerly with the George Chapple Plumbing Co. at Phoenix, Ariz., has engaged in business with his father.

George C. Gerle of the Moorpark Plumbing Co., Moorpark, has purchased the interest of his partner, P. McKinney and will continue the business.

Poindexter & Skoegard have recently remodeled their store at Lemoore, and have been adding to their stock of hardware and plumbing goods. They do a general plumbing and sheet metal business.

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You'll get sympathy for a swelling of the ankle, but not for a swelling of the head.

If you are prepared for the worst it is surprising how often the best will happen.

Knock and the world knocks with you, boost and it wonders what you are getting out of it.

"There is so much good in the worst of us,
And so much bad in the best of us,
That it hardly behooves any of us to talk about the rest of us."

TURN STRANGERS INTO FRIENDS

A few years ago it was said, "There is no friendship in business." That's wrong today. For today it is our friends who give us business. Strangers won't buy of us until we turn them into friends.

This is indeed a difficult task, worthy of our finest steel, and which will tax our skill to the utmost. There are a thousand ways of making the effort. How can we select the few that will best succeed?

We must attract their attention — not one way only, but every practical way. We must advertise, and advertise so happily that it will make an impression. We must write letters and circulars, and do it so skillfully that folks will read and be pleased. We must dress our show window, and do it so strikingly that it will interest. We must arrange our store so it will have that "come hither" look. We must give it a personal atmosphere of welcome so folks will be pleased to come. We must train ourselves and clerks in that great and high art of inducing people to buy, and buy freely.

Let us, therefore, spare no effort to turn strangers and acquaintances into friends.

LOYALTY

Loyalty to your business, to your friends, and to what your conscience tells you is best, will enable you to successfully compete in the great business world. A prominent business man has said, "An employee that will steal for me will steal from me." Be loyal, but be loyal to the right. No man can afford to be placed in a position where his loyalty will be questioned. Back biting or double-crossing is sure to bring dire results at some later date and at a time when it will be least expected and most disastrous. Be a man, play the game—but play fair—loyally.



No. 208 Torch—List Price, each, $17.00
Ask for Discount

More Heat Units

The No. 208 Double Needle Torch produces the highest degree of heat from the fuel. The generating power is perfect, the gas being superheated and properly mixed with the air. Either gasoline or kerosene can be burned by changing the jet block. Upper Needle cleans orifice, lower regulates the flame. Neither can ruin the Burner by enlarging the orifice as both Needles are blunt, adding greatly to the life of the Torch. Double Needle Torches save time and money. Jobbers supply at factory prices. Catalogue free.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave., DETROIT, MICH., U. S. A.



SPECIFY
"Genuine" Perfection
No. 10 Floor and Ceiling Plates

— The Sturdy Plate —

Reinforced by a "Plate within a Plate"

THE BEATON & CADWELL MFG. CO.
NEW BRITAIN, CONN.
New York Warehouse: 234 Water St.

SEE OUR CATALOGUE IN SWEET'S

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PASSING THE BUCK

You either amount to something or you don't. If you're worth anything at all in this world, it's because of the things you accomplish. And the way to do things is to do them.

I haven't any more love for a "butter-in" than anyone else. But I haven't any use for a side stepper, either. If something comes your way that you can do as well as anybody else, go ahead and do it. The attitude that "it's not my business" won't get the thing done, and it won't excuse you unless the doing of it would interfere with someone else's work.

In nearly every organization there are a few persons who check out their services as they would money from their savings account. Incidentally, there are in every organization certain persons who just simply can't seem to get ahead. If you were hunting such persons, where among the employees would you look for them? If you knew the buck-passers you wouldn't have to look any further.

Take the persons in your own organization who have gone ahead. Are they of the buck-passer type? Is there a single one of them who has shown a disposition to shirk his duties? Now look at the other bunch. What do you see? Well, that's the answer.

There are certain things that make any organization a smoothly-running successful, commercial or individual machine. These things all blend into one big thing—cooperation—team work—with every part of the organization doing it's duty, and no clashing or grinding of gears.

One little thing deliberately shirked by yourself may be overlooked by someone else, and the whole machine thrown out of kelter. But if you take care of it when you see it, that's one more job out of the way and one less danger to the organization.

Every time you pass the buck you make it easier for you to do it again. And when you do it without a twinge of conscience you're simply no good to yourself or anybody else. Don't pass the buck.

John Melville a plumber at La Grande, has been remodeling his store and adding to the stock.

Borg & Otheim are having a new building erected in Westby, Mont., which will be occupied by them as it is completed.

John Anderson has engaged in the plumbing business with George Tetrault at Livingston, under the name of the Livingston Plumbing Co.

White & Niemann, who recently engaged in the plumbing business at Davis, report they are keeping busy and a good outlook for the balance of the year.

Latourrette-Fical company have purchased the entire stock and building of the Miller-Enwright company of Sacramento, who were well known jobbers of hardware and plumbing supplies.

Your promise to a customer is your employer's promise. A broken promise always hurts; and it shows weakness in the character of a business organization, just as unreliability does in an individual.

Having promised to obtain goods or information, or to deliver goods by a certain time, do not start the thing a-going and trust to luck for the rest. Do your own part in full, and then follow up to know that the rest is moving on schedule time. Remember that the thing specially promised and of special importance needs watching. "Accidents" and life's various "hindrances" get after just those things with a keen scent.

FURNACE FOR MELTING SOFT METAL



To meet the demand for a low-cost, medium size gas furnace for melting soft metals the Johnson Gas Appliance company, Cedar Rapids, Iowa, announces its No. 300 furnace, here illustrated. This furnace stands 28 inches high, weighs 100 lbs., and has a removable cast iron melting pot holding 150 lbs. of metal.

Its three Johnson Patented Atmospheric Bunsen Burners are stated to develop any desired temperature up to 2250 deg. F., and to consume only about 40 cubic feet of gas per hour. Burners have shut-off valves and pilot lights. Two burners are sufficient for keeping the metal molten.

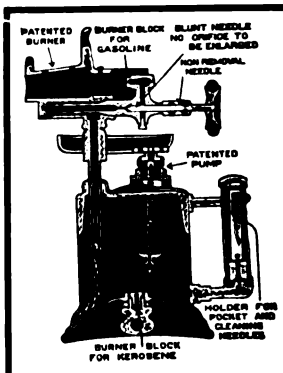
The high efficiency claimed for this melting furnace is ascribed to the Johnson Direct Jet Regulators in its Bunsen burners.



This Regulator, with an orifice that can be instantly adjusted to any pressure or quality of gas, sends a sharp, solid jet of gas with great force up the center of the mixing tube at main pressure without the use of forced air blast or blower, producing the highest possible flame temperature.

This furnace is being offered at the low price of twenty-five dollars.

Durrin & Son have opened a plumbing shop at the rear of Abbe company's store at San Juan.



No. 79—Quart Torch
One of the New Styles

INVESTIGATE

the latest and improved "ALWAYS RELIABLE" combination gasoline-kerosene torches. Made in 3 sizes and 6 styles. Fitted with several patented features. Write for circular which gives full description.

The regular "ALWAYS RELIABLE" gasoline torches are still manufactured, and will be continued in the future. Made in all grades from the best to the cheapest.

Write for catalog on entire line. Jobbers supply at factory prices.

OTTO BERNZ CO., Newark, N.J.

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YOU ALONE ARE RESPONSIBLE

Do you want to know who is responsible for the success and growth of your business? Then take a look in the mirror and you will see the man who is really to blame for your success or failure.

Come to think of it, how much have you done the past month, or even the past three months, to increase your business? How many prospects have you called on either personally or over the phone? How many homes have you visited? How many business houses have you called on to note the condition of their plumbing?

Did it ever occur to you to make occasion to note the condition of the plumbing in the stores of other merchants with whom you deal?

We'll venture there are a score or more of prospects that you could turn into real customers, if you will but make use of the opportunities right in your own town.

BUSINESS EXCEEDS EXPECTATIONS

Beaton & Cadwell Manufacturing Company, the well-known manufacturers of steam specialties, floor and ceiling plates, of New Britain, Connecticut, advise us that business in their line is exceeding all expectations, and that they are manufacturing to order instead of shipping from stock.

Orders have to be scheduled for a short time, which means some delay in shipping, and hence they are advising the early placing of jobbers' orders for their fall requirements, in order to enable them to take care of their trade promptly.

At Last---



A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made. Write for prices and particulars.

MANUFACTURED BY

PEERBLOW MFG. CO., Leetsdale, Pa.



Nye, the Die Man
Pipe die maker to the American Plumber

NYE DIES

Bite Right In and Go Right Through!

Like a boy on a piece of pie—
Like a bulldog on a pair of pants—
Like a fly on a bald head—

NYE DYES

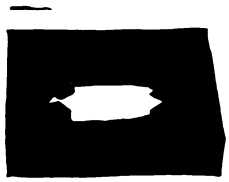
Have the capacity of the boy—
The tenacity of the dog—
The voracity of the fly.

NYE DYES

Have features no other die has.
The skip-tooth feature, for instance.
There is no other just like it.

NYE DYES

Are made by die specialists
Who don't make anything else—
And nobody else
Makes anything as good.



Nye Solid Die



Nye Armstrong Die

HARRY G. NYE

The Nye Tool & Machine Works

108-128 North Jefferson St., Chicago, Ill.

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SICKNESS INDICATES PLUMBING PROSPECTS

A live Western plumber writes us that he makes note of every sick family in his community, and as soon as the patient recovers he visits that home and suggests that one of the best means of avoiding sickness and the doctor's bill is to see that the plumbing equipment is sanitary.

With but few exceptions he is able to turn these prospects into customers. The principal reason people neglect their plumbing is because they don't realize its importance.

It's the plumber's duty to help to educate the people of his community to the real importance and economy of sanitary equipment, and to use the same degree of enterprise that other merchants are using in developing their business.

CLAYTON & LAMBERT'S CATALOG T

Clayton & Lambert Mfg. Co., Detroit, Michigan, have issued their new Catalog T, covering gasoline and kerosene firepots and torches, and also the repair parts catalog, which have recently been mailed to the jobbing trade.

The Clayton & Lambert line is one that is well known and the splendid reputation which products carrying their trade mark enjoys has been kept up by reason of years of constant care and service, and the most particular attention in the manufacture. They claim for their plant that it is one of the largest and best equipped factories in the world for making gasoline and kerosene torches, firepots, etc.

For over 35 years the name of Clayton & Lambert has been an insignia of merit and and quality.

They will be glad to send copies of this catalog and give full information to any of our readers upon request.

A REAL BUSINESS OPPORTUNITY

"I notice you frequently pick up people and take them to town in your car."

"Yes," said the enterprising citizen. "I've sold quite a number of life insurance policies in that way. A man can't very well refuse to hear what you have to say when he's getting a free ride."

CAN'T FOOL HIM

Overheard at the ball game: "Oh, Paul; isn't our pitcher grand? He hits their bats no matter where they hold them."

DO YOU DIRECT YOUR BUSINESS, OR DOES IT DIRECT YOU?

Suppose some morning, when you arrived at your store, no mail came in, there were no telephone calls, no telegrams, and no visitors.

Would you be at sea as to how to put that day constructively to use in behalf of your business? Or would you know at once how to use the time so gained.

Few of us direct our business lives. We let routine pick us up and carry us as it will.

Most of us unfortunately devote no more thinking to our business movements than one would devote thought in advance of sitting into a card game. Our mail, our phone calls, telegrams, etc., come to us very much like a new hand of cards in a game, and we play accordingly. How much better and more certain our results would be, if we devoted the necessary amount of business time to definite thought and planning in advance.

By way of contrast, one of the most successful business executives in the United States is a man who entered business rather late in life, who built up his enterprise single-handed, figuring out each move to himself. Every once in a while a visitor to his establishment finds his desk deserted for the day. Inquiry develops the fact that he frequently spends a day entirely away from his office in this manner at home thinking. As a result of such thinking spells, he comes back to his office with plans that keep his entire business wound up and spinning for weeks ahead.

Close analysis of the personal methods of the leading figures of success in the commerce of today usually shows that the most noticeable difference between their methods and those of the ordinary run is that they specially devote time to thinking and planning; to the end that they direct their business instead of their business directing them.

BLESSINGS OF A CRAFT LEAGUE

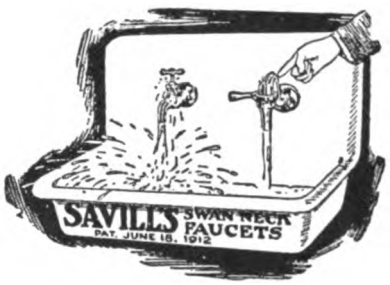
A Plumbing and Heating Development League, including manufacturers, representatives, jobbers, salesmen, plumbers and representatives of the press can accomplish the following results in your community:

1. Promote fellowship and encourage the interchange of ideas to benefit the crafts as a whole.
2. Encourage and further the work of the T E. B.
3. Influence the public so that the health and economic value of these industries would be properly recognized.
4. Foster and promote trade expositions and all other educational mediums.
5. Act as a representative organization of these industries for receptions to visitors—civic and community activities, etc.

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Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.



THOMAS SAVILL'S SONS

Wallace and Watts Sts. - - Philadelphia, Pa.

Send postal card for catalogue showing 23 styles

Sold by Jobbers of Plumbing Supplies Everywhere

Self-praise stops the praise of others.

HE WELCOMES THE KICKS

An eastern dealer prints this on the back of all his statements:

> "Be quick to kick if things seem wrong, but kick to me and make it strong. To make things right gives me delight, if I am wrong and you are right."

A method of saying "please remit" pleasantly and yet effectively is that used by the same merchant, on the front of the bills: 'When you get yours, we expect ours."

Happiness can come only from helpfulness.

The only ease worth having is that earned by hard work.

The world expects each man to do his duty. If he doesn't, both suffer.

Your services will not command a premium if your word has to be discounted.

The Master Blow Torches

MEET EVERY REQUIREMENT
SUPPLY THE DEMAND



No. 43

No. 44

Cost Less Than Ordinary Torches

Fearlessly Guaranteed

Produces more heat on either gasoline or kerosene and without clogging.

The satisfaction to users, dealers and jobbers accounts for the ever increasing sale.

The one opening in the tank (eliminating leaks from soldered connections), pistol grip handle, safety valve, air release and baffle in the burner are points of improvements that cannot be duplicated, as they are Turner patented.



No. 45

Cost less than ordinary torches.

Catalog on request.

Jobbers Supplied at Factory Prices

THE TURNER BRASS WORKS

Sycamore, Illinois

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WHY WORRY?

There was a man that loved to borrow care
Wherewith to worry. If a day was fair,
He feared 'twould rain; and it chanced to rain,
He deemed the sun would never shine again.
If he was well, he feared ill health were nigh;
If he was sick, of course—that he would die!

He worried over troubles small or vast,
In ev'ry tense; the present, future, past—
And worried day and night, in dreamland, too;
He worried human beings whom he knew
And lost, at last, his friends, and ev'rything
Except the pleasure of just worrying.

Don't ever worry over what **may** be,
Most troubles are the ones we ne'er foresee.

Garden Hose Valves
OF
Recognized Quality
Which command repeat orders for you

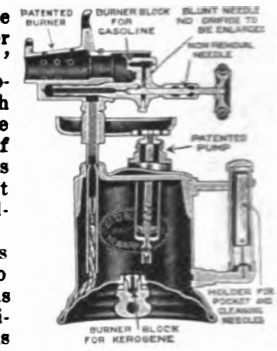


Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco

COMBINATION GASOLINE-KEROSENE TORCHES



The Otto Bernz Co. have placed on the market, under their "Always Reliable" brand, a combination gasoline-kerosene torch, which they claim will do with one needle what other makes of torches do with two. Points for which they claim merit and superiority are the following:

1. The burner needle is absolutely blunt and fits into an open channel. Due to this construction, there is no orifice to be enlarged, which is the common fault with ordinary torches.

2. The burner needle is so constructed that it can not be removed unless the entire stuffing box nut is unscrewed, making a safer article.

3. The gasoline burner block is screwed into the burner ready for use. The kerosene burner block is screwed into the filler plug. When kerosene is used as a fuel, it is merely necessary to reverse the burner blocks. In this manner, the burner blocks are always handy when required. For the convenience of the user the gasoline burner block is marked "G," and the kerosene burner block is marked "K."

4. With these torches there is furnished one patented pocket folding cleaning needle and two extra cleaning needles. These are placed into the handle of the torch so that they are handy when required by the user.

The pump is the patented "never leak" style, which is guaranteed to give positive results. The plunger of this pump screws down and out of the way, which prevents it from becoming bent or broken. The needle at the bottom of the plunger acts as a double check, for should the internal check become out of order through the use of dirty fuel, or otherwise, the torch can still be used by screwing down the plunger. The top of the cylinder is flared, which enables the user to insert the plunger without injuring the washer.

The burner used on the Nos. 77, 78, 79 and 80 torches is the patented snail type which will give a perfect blue flame in the shortest time. Due to its construction, this burner can be cleaned thoroughly and quickly. This cannot be said of most torch burners on the market today. The control valve is the wire wheel style which does not get as hot as occurs with solid metal wheels.

The burner used on the Nos. 81 and 82 torches is slightly different in construction than the burner used on the above numbered torches. It was found that this style is more practical and will give more satisfaction in the larger size burner than does the patented snail style. A perfect blue flame can be obtained in the



No. 10 Steel ¼" to 4"

Plates that Please
ORDER NOW
and be ready with a stock
Increasing Demand for "B & C" Styles
Catalog on request

THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World

Pacific Coast Representative
FISKE-KRAMER CO.,
17 Powell St.
San Francisco, Cal.

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hortest time. Its construction is such that every part an be cleaned quickly and thoroughly. The improved vire wheel handle is also used on this style burner.

The brass shells and bottoms are now made from a eavier gauge brass than used by us in the past. An xtra large brace is fastened to the top of the shell so hat the torch will give longer service and will stand ougher usage. The bottom is funnel-shaped, which llows the user to refill the torch quickly with no waste f fuel.

These torches are manufactured from the best ma- erials obtainable and by skilled mechanics. They are iven two burning sets, therefore are known to be in irst class working order when shipped from our factory. ou are thoroughly covered by the guarantee given in ur torch catalog.

The lack of money is the root of most vorry.

Nobility isn't a matter of rank or iches or raiment, but of character.

Acting without thinking is like shoot- ng without aiming.

Without spiritual development, your ther developments will in the end dis- ppoint yourself surely, others prob- bly.

The man who does his best is a suc- ess whether the world thinks so or not.

MR. SALESMAN— TRAVELING, RETAIL, OR HOUSE

Have you ever landed an exceptionally hard order after doing some real thinking and planning to get it? Have you looked back and analyzed the getting of that sale—how you got it, why you got it and why you didn't get it unitl you finally made up our mind to land the order or call yourself a quitter?

Can you put that story on paper so that another can gain something in the science of salesmanship from your experience?

It doesn't need to be written in flowery, bookish English, for strictly between friends we're not so particular. But if it contains punch—pip or pep—something of real value that gets over—that's what we want.

If your conscience won't permit you to use all of the hotelman's stationery, you need just give us the facts and we'll tell our word juggler to sit down to his little Oliver and compose a tune that will harmonize most beautifully with the policy of this publication.

Say! If you run across any humorous situations that will make good reading for leisure moments send them in, too. Thanks!

Cigars! Did you say? Sure. At least a few. What's your favorite?

Church White Pyralin Closet Seats



are made in our own wood working shop and covered with genuine white sheet Pyralin which is applied by our patented process and should not be confused with enameled or sprayed coatings.

The surface of Church Seats is non-porous and requires only soap and water for cleaning. They can never turn yellow, chip nor crack.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies

Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by the leading jobbing and supply houses.

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FREE WRENCH DISPLAY FIXTURE

Peck, Stow & Wilcox Co. announce that they are prepared to furnish to their dealers an attractive display fixture made of metal, lithographed in four colors, for hanging on the wall or in the window.

This fixture is furnished free with the assortment, which consists of fourteen wrenches, seven of which can be mounted on the display fixture.

The adjustable angle wrenches displayed are the most popular styles and sizes.

They will be glad to give further information to any of our readers upon request.

LARGER QUARTERS FOR THE STAR LINE AT PORTLAND

The branch of Hunt Helm Ferris & Co., which was established at Portland, Oregon, only last fall, has already outgrown its quarters and Manager Wm. Harris has concluded arrangements to occupy a considerably larger space in the Chevrolet Motor Car Company's building at the corner of East 3d and Salmon streets. At this new location, the increased space will provide room to carry larger stocks of Star Barn Equipment, Hay Tools, Barn Door Hangers, Garage Door Hangers, Coaster Wagons and Hardware Specialties, which are necessary to take care of a trade which has grown materially since the establishment of the branch. It also provides ample space in which to display the entire Star line of equipment, something which will be appreciated by Pacific Coast dealers and those from other parts of the country who are invited to call on Hunt Helm Ferris & Co. whenever they are in Portland, Oregon.

LAWSON RITE-WAY GARMENT FIXTURE CATALOG

The Lawson Mfg. Co., well-known manufacturers of Lawson Spring Hinges, are placing on the market Lawson Rite Way Garment Fixtures.

Such fixtures are proving one of the most economical methods of saving room in every type of building where closets are used. These garment fixtures are adapted to the largest hotel or the smallest home. By using such fixtures they allow better room arrangement, reduce building cost, provide more room for clothing and keep garments in better condition; they do their work more quickly, quietly and easily than any other method.

The Lawson Mfg. Co. have prepared a catalog showing closet arrangement for various types of rooms and buildings, which they will be glad to send to any dealer.

This will be information that the home builder and architect will greatly appreciate having, as by using these fixtures, double the room for clothes and half the space required for old fashioned closets is provided.

Even modern wardrobes can be made out of old closets. This helpful and attractive catalog and full information will be sent any of our readers who ask for it. Address: Lawson Mfg. Co., 230 West Superior street, Chicago.

DANDELION AND WEED ROOT PULLER

The Western Brass Mfg. Co. are making the E-Z Dandelion and Weed Root Puller, which is really a wonderful tool, with an unlimited demand. No lawn owner will be without them. No other tool on the market will pull a root. It only needs to be displayed to make sales. The Western Brass Mfg. Co. of 2007 Marshall Blvd., Chicago, Ill., are having a wonderful demand for these, and will be glad to give further information to any of our readers upon request.

The powers that be hardly ever are able to realize how soon they will be the powers that ain't.

NEW STEEL SASH CHAIN

The Smith & Egge Mfg. Co., of Bridgeport, Conn., are announcing their No. 00 Steel Sash Chain, which has been put on the market after careful planning and forethought.

This chain has the benefit of 45 years' experience in the Sash Chain business, and this experience, together with the fact that they have used the same high grade material and workmanship as in their other Sash Chains, makes them believe that this chain will likewise prove popular.

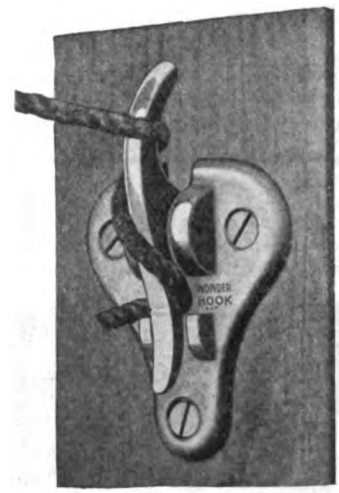
It is made from the best cold rolled steel .035 thick and the style of the link has been fashioned so as to get the greatest tensile strength, which they guarantee to be 250 pounds and recommend this chain for sashes weighing up to 100 pounds. The plain steel chain has a fine finish, and can also be furnished in both copper plated and sherardized finish at a slight advance.

The style and shape of the link gives the chain an artistic appearance, and they guarantee the chain to give absolute satisfaction.

It is put up 500 feet on a steel reel—weighing 38 pounds per 1000 feet.

The Smith & Egge Mfg. Co. are the originators of sash chains and anything bearing their well known name and trademark is a guarantee of its excellence.

"WONDER HOOK" HOLDS A LINE WITHOUT TYING



Many a woman has trouble in putting up clothes lines in the old way, and when she does get the knots tied, the line sags and has to be propped up. But those days are over for the woman who secures the "Wonder Hook," shown herewith.

All she needs to do is to throw the rope over the hook in a loop, as shown in the illustration, and pull it taut. The rope cannot slip thereafter because the harder the pull — the tighter it is held. The "Wonder Hook" has many other uses—such as holding tennis nets, hammock ropes, awning or flag ropes, and inside the house where lines are desired, as in the basement, kitchen or bathroom.

This hook is galvanized to resist rust and has supported a strain of 2600 pounds, under actual test, showing that it has ample strength. The "Wonder Hook" will retail at 15 cents, a price which many dealers will see ready sales and a quicker turnover. A strong demand has been created wherever shown. Manufactured by The Tobin Co., 368 East 69th street, Chicago. Sample will be gladly sent to merchants who write for one.

"'Mid cloudy skies one star shines clear — 'tis duty;
To live, to love, to lift our fellowmen;
To show in our's the Christ life in its beauty;
To trust in Him for all things beyond our ken."

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet—4-ft., $48.35; 4½-ft., $48.35; 5-ft., $40.35; 5½-ft., $45.70; 6-ft., $62.70.

K57, C360, P1991, Essex, on Base—4½-ft., $53.35; 5-ft., $52.00; 5½-ft., $58.70; 6-ft., $78.70.

K80, P1933, Knickerbocker—5-ft., $41.70; 5½-ft., $47.00.

K10 to K10¼, P2160 to P2173, Cardinal, Conred, Enam. All Over—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.

K10 to K10¼, P2160 to P2173, Conred, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

K10½, P2180 to P2186, Recona, Enam. All Over, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.

K10½, P2180 to P2186, Recona, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Corner, Viceroy, Sierra—4½-ft., $95.35; 5-ft., $100.00; 5½-ft., $108.00; 6-ft., $140.00.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Recess, Viceroy, Sierra—4½-ft., $86.00; 5-ft., $91.35; 5½-ft., $100.00; 6-ft., $134.70.

F10 to F11, P2319 to P2322, Pembroke, Pier, Viceroy—5-ft., $133.50; 5½-ft., $141.50; 6-ft., $157.30.

F7 to F8, P2380 to P2388, Woodmere, Corner, Imperator—5-ft., $180.00; 5½-ft., $186.70.

F9, P2390 to P2393, Woodmere, Recess, Imperator—5-ft., $166.70; 5½-ft., $173.35.

F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278.70.

F6, Imperator (Wall Pattern) 5-ft., $280.70; 5½-ft., $244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.85; 5½-ft., $158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., $138.33; 5½-ft., $146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS — K112, P2510, with Strainer and Waste—36x36-in., $84.00; 42x42-in., $112.00.

K108, P2511, with Strainer and Waste — 36 x 36-in., $113.50; 42x42-in., $150.70.

K107, P2512, with P2530 Drain—38x38-in., $149.50.

K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $153.50.

SHOWER MIXING VALVES — NC1, H15, P2745, $25.35. NC1, H12, P2746, $25.35. NF1, H10, P2747, $25.35. P2748, $30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	54.70
H909½, P2791, Shower and Shampoo	64.00
NC100, H952½, P2803, Shower	33.35
H953½, P2804, Shower	30.70
NC1100, H954½, P2807, Shower	42.00
NC1100 (with stops), H954½, P2809, Shower	40.70
H943½, P2815, Shower	48.70
H944½, P2816, Shower	47.35
H945½, P2819, Shower	55.35
H946½, P2820, Shower	55.35
NC1100½, H956, P2821, Shower and Shampoo	47.70
P2823, Shower and Shampoo	54.70
H1402, P2826, Shower	16.00
H1406, P2827, Shower	15.70
H1400, P2828, Shower and Shampoo	31.70
H1404, P2829, Shower and Shampoo	30.70
H1410, P2836, Shower	36.70
H1411, P2837, Shower	38.00
H1408, P2841, Shower and Shampoo	50.70
H140 P2842, Shower and Shampoo	52.00
NF1050, H900, P2855, Shower	38.70
NF1050½, P2856, Shower and Shampoo	51.00
NF1055, H895, P2857, Shower	46.70
H904, P2860, Sho cr	45.35
P2861, Shower and Shampoo	58.00
H1246, P2868, Shower	34.70
H1250, P2870, Shower	27.70
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	52.00
H1200, P2916, Shower	66.35
H1206, P2918, Shower	44.35
H1204, P2919, Shower	46.00
P2920, Shower and Shampoo	59.00
P2921, Shower and Shampoo	60.35
Portable Showers—	
H1275, P2946, Portable Shower	21.35
S124, Portable Shower	15.00
Wall and Ceiling Showers—	
H1270, P2950, Wall Shower	13.00
H1268, P2952, Ceiling Shower	13.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in., $33.35; 22x27-in., $38.70; 22x30-in., $48.70.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., $14.70; 18x24-in., $17.00; 20x24-in., $22.70; 22x27-in., $36.00.

C145, K332, P3850, P3855, Ophir—20x24-in., $22.30.

C152, K582, P4045, Ralwon, 17x19-in., $10.80.

P4125, Arion—19x24-in., $22.65.

P4205, Othello—18x21-in., $12.15.

K580, C150, P4206, Othello—18x21-in., $13.80.

K608, C162, P4335, Beverly—18x21-in., $12.70.

K614, C164, P4345, Crescent—17x19-in., $8.70.

K752, P4365, Alva—14x16-in., $8.70.

K668, C180, P4940, P4945, Athena—20-in., $25.35.

K668, C180, P4946, Athena—20-in., $25.35.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., $18.20.

K690, C184, P4980, P4985, Verdun—16-in., $14.35.

P5080, P5085, P5086, P5087, Everett—19-in., $18.70.

K732, C190, P5110, P5115, Yale—16-in., $11.00.

K762, C192, P5145, Aida—16-in., $9.00.

Add for Waste when required—P11285, Imperial, $9.35; P11289, Empire, $8.00; P11290, Princess, $6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $31.75.

F11001—¾-in. Valves, 2¼-in., Waste, $40.00.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $34.50.

P11003—¾-in. Valves, 2¼-in. Waste, $45.35.

P11010—½-in. Valves, 2-in. Waste, $37.35.

P11011—¾-in. Valves, 2¼-in. Waste, $44.70.

P11012—½-in. Valves, 2-in. Waste, $42.70.

P11013—¾-in. Valves, 2¼-in. Waste, $47.35.

P11015, "Quieko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.

P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.35.

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.35.

P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00

Compression—

P11025—½-in. Valves, 1¾-in. C. W. & O., $23.70.

F11026—¾-in. Valves, 1½-in. C. W. & O., $28.35.

P11030—½-in. Valves, 1⅜-in. C. W. & O., $27.35.

P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.

P11040—½-in. Valves, 1½-in. Waste, $46.70.

P11041—¾-in. Valves, 2-in. Waste, $51.35.

NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in. Waste, $64.00.

H2466—Speakman Deshler, ½-in. Valves for Por. Tubs, $36.00.

H2460—½-in. Valves for Enameled Iron Tubs, $30.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, $34.70.

P11066—¾-in. Valves, 2¼-in. Waste, $50.70.

"Quieko"—

P11090—½-in. Valves, 2-in Waste, $46.00.

P11091—¾-in. Valves, 2½-in. Waste, $50.70.

Exposed for Conred Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.35.

Exposed for Pembroke and Woodmere Baths—Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00.

¾-in. Valves, 2¼-in. Waste, $40.00.

P11125—½-in. Valves, 2-in. Waste, $48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $7.70.

P11155—"Quicko" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $18.60.

P11165—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $20.00.

BATH WASTES—P11175—Imperial 2-in. Waste, $13.40.

P11176—Imperial 2¼-in. Waste, $16.70.

P11179—Imperial 2-in. Waste, $18.00.

Bath C. W. & O.—

P11185—1¾-in. N. P. C. W. & O. for Essex Bath, $2.80.

P11188—1¾-in. N. P. C. W. & O. for Conred Bath, $5.50.

1½-in. N. P. C. W. & O. for Conred Bath, $6.00.

P11189—1¾-in. Rough C. W. & O. for Conred Bath, $5.00.

1½-in. Rough C. W. & O. for Conred Bath, $6.00.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath, $6.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—
P11260—Verona, Compression, Enamel Lavatory.....18.35
P11263—Verona, Compression, Vitreous Lavatory.....18.35

LAVATORY WASTES—
P11285—Imperial, China Knob..... 9.35
P11288—Imperial, China Knob 9.35
P11289—Empire, China Knob 8.00
P11290—Princess, China Knob 6.70
P11291—Princess, China Knob 6.70
P11293—Princess, China Lever 6.70
P11294—Princess, China Lever 6.70
P11295—Princess, China Lever 6.70
P11296—Princess, "B" China Handle 6.70
P11297—Princess, 4 Ball Handle 6.70

SHAMPOO FIXTURES—
P11358—Quicko Double Basin Cock 8.75
P11359—Pedestal China Soap Dish with Drain..... 2.20
P11360—Compression, as described 20.00
P11363—Quicko, as described 20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, $53.35.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to Wall—Short Pattern, 6-in. x 7-in.
P11371—With W. H. Stop. ⅜-in., $4.75; ½-in., $5.60.
P11372—With C. I. Stop, ⅜-in., $5.15; ½-in., $6.10.
P11373—With L. K. Stop, ⅜-in., $4.75; ½-in., $5.60.

LAVATORY PLUGS AND CHAIN STAYS—
P11395—P. O. Plug for Porcelain Enameled Lavatory.. .55
P11396—P. O. Plug for Vitreous Lavatory ..... .75
P11397—Chain Stay for Vitreous Lavatory ..... .40

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $9.35.

NICKEL PLATED SINK AND LAVATORY TRAPS—Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," $1.80; 1½-in., $1.80.
P11451—1¼-in. Vented "P," $3.00; 1½-in., $3.15.
P11456—1¼-in. Bag, $4.70; 1½-in., $4.60.
P11462—1¼-in. Plain "S," $2.70; 1½-in., $2.70.
P11463—1¼-in. Vented "S," $3.60; 1½-in., $4.00.
With Cleanout—
P11450—1¼-in. Plain "P," $2.80; 1½-in., $2.70.
Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P," $2.75; 1½-in., $2.70.
P11451—1¼-in. Vented "P," $3.75; 1½-in., $3.95.
P11456—1¼-in. Bag, $3.75; 1½-in., $3.70.
P11458—1¼-in. "P" (N. Y. Reg.), $2.70; 1½-in., $3.10.
P11462—1¼-in., Plain "S," $3.20; 1½-in., $3.40.
P11463—1¼-in. Vented "S," $4.15; 1½-in., $4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.00; Finished, $1.05; Nickel Plated, $1.25. ¾-in. Rough, $1.25; Finished, $1.35; Nickel Plated, $1.55.
H102—½-in. Rough Hose SSS, $1.10; Finished, $1.25; Nickel Plated, $1.40. ¾-in. Rough Hose, $1.40; Finished, $1.50; Nickel Plated, $1.70.
H110—½-in. Rough Plain SOT, $0.90; Finished, $1.00; Nickel Plated, $1.15. ¾-in. Rough Plain SOT, $1.15; Finished, $1.25; Nickel plated, $1.40.
H112—½-in. Rough Hose SOT, $1.00; Finished, $1.15; Nickel Plated, $1.30. ¾-in. Rough Hose, $1.30; Finished, $1.40; Nickel Plated, $1.55.
H135—½-in. N. P. Plain Adj. Flange, $2.05; ¾-in., $2.50.
H137—½-in. N. P. Hose Adj. Flange, $2.20; ¾, $2.60.
H140—½-in. N. P. Plain Set Screw Flange, $1.85; ¾, $2.25.
H142—½-in. N. P. Hose, $2.05; ¾-in., $2.40.
H365—½-in. N. P. Comp. Stub W. T. Bibbs Plain, $1.50.
H367—½-in. N. P. Comp. Stub W. T. Bibbs Hose, $1.80.

QUICK COMPRESSION BIBBS—H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $1.60; ¾-in., $1.90.
H412—½-in. Nickel Plated, Hose SOT, Metal Handle, $1.70; ¾-in., $2.05.
H413—½-in. Nickel Plated, Plain SOT, China Handle, $1.90; ¾-in., $2.20.
H414—½-in. Nickel Plated, Hose SOT, China Handle, $2.05; ¾-in., $2.35.
H435—½-in. Nickel Plated, Adj. Flange, $2.15; ¾-in., $2.60.
H437—½-in. Nickel Plated. Adj. Flange, Hose, $2.30; ¾-in., $2.80.
H438—½-in. Nickel Plated, Plain, $2.50; ¾-in., $3.00.
H439—½-in. Nickel Plated, Hose, $2.65; ¾-in., $3.10.
H440—½-in. Nickel Plated, Plain SS Flange, Metal Handle, $2.00; ¾-in., $2.35.
H442—½-in. Nickel Plated, Hose, SS Flange, Metal Handle, $2.15; ¾-in., $2.50.
H443—½-in. Nickel Plated, Plain, SS Flange, China Handle, $2.30; ¾-in., $2.60.
H444—½-in. Nickel Plated, Hose, SS Flange, China Handle, $2.50; ¾-in., $2.85.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated. Plain SOT, $1.75; ¾-in., $2.05.
H512—½-in. Nickel Plated, Hose, SOT, $2.50; ¾-in., $2.25.
H540—½-in. Nickel Plated, Plain SS Flange, $2.20; ¾-in., $2.50.
H542—½-in. Nickel Plated. Hose SS Flange, $2.35; ¾-in., $2.60.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS. $1.45; ¾-in., $2.00.
H577—½-in. Finished, Hose SSS, $1.65; ¾-in., $2.20.
H587—½-in. Finished, Hose SOT, $1.75; ¾-in., $2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P Both Ends T. H., $0.90; ¾-in., $1.15. ½-in. Nickel Plated Both Ends T. H., $1.15; ¾-in., $1.75.
H605 and H608—½-in. N. P. I. P. Both Ends W. H. $1.45; ⅝-in., $1.75.
H615 and H618—½ x ½ O. D. T. H. or W. H. N. P., $1.15. ½ x9-16 O. D., $1.15. ½ x11-16 O. D., $1.35.
H620 and H623—½-in. I. P. Both Ends Finished, Loose Key, $1.30; ½-in. I. P. Both Ends N. P., Loose Key, $1.45; ¾-in. I. P. Nickel Plated, Loose Key, $2.25.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.40.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.20; ¾-in., $1.20.

BOILER DRAIN COCKS—H655 and H658—½-in., 90c; ¾-in. Rough N. P. Male, $1.00; ¾-in., $1.00.
H656 and H659—½-in. Rough N. P. Female, $1.00; ¾-in., $1.00.
H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅝-in. $2.05.
H703—½-in. TH or LH Stop and Waste, $1.50; ⅝-in., $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.05; ⅝-in., $1.50.
H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.05; ⅝-in., $1.50.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.15.
H855—No. 2 Medio Basin Cocks, Pair, $4.20.
H856—No. 2A Medio Basin Cocks, Pair, $5.25.
No. H870—No. 5 Dunlo Basin Cocks, Pair, $5.85.
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95.

QUICKO BASIN COCKS—H901—No. 1½, $3.60.
H902—No. 2 Quicko Basin Cocks, $4.00.
H903—No. 3 Quicko Basin Cocks, $3.90.
H908—No. 5 Quicko Basin Cocks, $5.35.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, $5.25.
H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.10.
H951—"Standard" Ball Bearing, China Level, pair, $9.45.
H970—"Standard" Boston, pair, $6.60.
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, $7.50.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, $10.50. (For China Soap Cup see U11359.)
Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $16.50.

PANTRY COCKS—
H1000—No. 1 Compression, pair 5.30
H1010—No. 1 Quicko, pair 8.65
H1015—Quicko, Double, each.....12.00
H1030—No. 1 Fuller, pair 8.80

SLOP SINK COCKS—
H1070—Compression 19.50
H1075—Fuller 19.50

DOUBLE BATH COCKS—
H1100—No. 3 Compression 4.15
H1105—No. 3A Compression 4.50
H1142—No. 1½ Quicko 5.25
H1150—No. 2½ L Quicko 4.90
H1152—No 2½ Quicko 5.75
H1160—No. 10 Quicko 10.15
H1170—No. 5½ L Fuller 4.90
H1172—No. 5½ Fuller 5.25
H1175—No. 4½ L Fuller 4.15
H1177—No. 4½ Fuller 4.50

CHICAGO FAUCET COMPANY'S BRASS GOODS—
A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.20 each. Extra Washers for same, $2.00 per hundred.
A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $2.90.
A900—N. P. Quaturn Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., $3.10.
A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.
A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.
A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.80.
A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $4.90.
A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.
Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $18.00 per hundred ft.
O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in. $37.50; ¾-in., $41.25; ⅞-in., $48.75; 1-in., $39.00; 1¼-in. $42.75; 1¼-in., $48.00; 1⅜-in., $52.50; 1½-in., $56.25; 2-in., 75.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.—⅛-in.,61c; ¼-in., 57c; ⅜-in., 58c; ½-in., 50c; ¾-in., 47c; 1-in., 47c; 1¼-in., 47c; 1½-in., 47c; 2-in., 47c; 2½-in., 47c; 3-in., 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

1½in. Laundry Tray Plugs, 1½ O. D. Tail Piece, doz.. 19.90
1½-in. Laundry Tray Plugs, 1½ I. P. Tail Piece, doz... 19.90
Fin. Brass Wash Tray Plugs, 1¼ Met. Stopper, doz... 5.50
N. P. Chain Stays, No. 1, doz. 4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen. 5.20
China Chain Stays, doz. 9.60
N. P. Chain Stay and Cock Hole Cover. 6.75
N. P. Basin Cock Hole Cover, doz. 4.40
N. P. Basin Chain wf. Snaps, No. 00, do 1.50
N. P. Basin Chain wf. Snaps, No. 0, doz 1.70
N. P. Bath Chain wf. Snaps, No. 00, doz 2.00
N. P. Bath Chain wf. Snaps, No. 0. 2.40
N. P. Basin Chain 12 Yd. Box, No. 00, t. 2.10
N. P. Basin Chain 12 Yd. Box, No. 0, bo 2.50
N. P. Basin Chain 12 Yd. Box, No. 1, bo 3.10
N. P. Basin Chain, No. 00, per 100 feet. 5.50
N. P. Basin Chain, No. 0, per 100 feet. 6.80
N. P. Basin Chain, No. 1, per 100 feet. 8.50
N. P. Basin Chain, 500-foot reels, No. 00. 5.30
N. P. Basin Chain, 500-foot reels, No. 0. 6.40
N. P. Basin Chain, 500-foot reels, No. 1. 8.30
Beaded Basin Chains, per dozen. 3.50
Beaded Bath Chains, per dozen 3.90
N. P. Chain Snaps, large, per dozen. .26
N. P. Chain Snaps, small, per dozen .24
N. P. Chain "S" or "8" Hooks, per dozen. .48
¼-inch Threaded Brass Rod, per foot. .37
⅜-inch Rough N. P. Brass Nuts, threaded through, 100. 6.40
¼-inch N. P. Brass Cap Nuts, per 100. 5.60

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6. 8.80
F115 and F125—Built-in Soap Holder, 6x6. 4.40
F140—Built-in Grab Rail, 6x6. 8.80
F150—Built-in Comb, Rail and Soap, 6x6. 8.80
F160—Built-in Tumbler Holder, 6x6. 4.40
F170—Built-in Sponge Holder, 6x6. 7.10

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish 3.00
14039—Wall Soap Dish 2.90
14076—Wall Soap Dish 3.35
14049—Wall Soap Dish 4.80
14073—Wall Soap Dish 3.00
14044—Tub Rim Soap Dish 2.60
14080—Tub Rim Soap Dish 3.50
12306—6-inch Three arm Swinging Bar. 4.50
12103—14-inch Three arm Swing Bar. 5.90
12518—⅝x18-inch Towel Bar 3.85
12524—24-inch Towel Bar 3.75
12530—30-inch Towel Bar 4.55
11818—¾x18-inch Towel Bar 4.00
11824—24-inch Towel Bar 4.40
11830—30-inch Towel Bar 5.00
11612—1x12-inch Towel Bar 5.90
11618—18-inch Towel Bar 6.40
11624—24-inch Towel Bar 6.60
11630—30-inch Towel Bar 7.35
11912—1½x12-inch Towel Bar 12.00
14241—Wall Pattern Soap and Sponge Holder. 11.70
14502—Wall Towel Basket 19.90
15124—Tumbler and Toothbrush Holder 4.80
15118—Tumbler and Toothbrush Holder 4.95
15167—Tumbler Holder 3.40
15235—Combination T. T. B. and Soap. 11.90
15222—Combination T. T. B. and Soap. 8.15
15150—Tooth Brush Holder 1.40
15103—Tooth Brush Holder 1.60
15176—Tumbler Holder 3.40
15195—Tumbler and Toothbrush Holder 4.80
15192—Tumbler and Toothbrush Holder 4.95
15298—Tumbler and T. B. and Soap. 11.90
15291—Tumbler and T. B. and Soap. 8.15
15297—Tumbler and T. B. and Soap. 6.95
15293—Tumbler and T. B. and Soap. 12.70
14811—Comb Tray 5.70
14800—Comb Tray 6.95
15752—6x24 Shelf 10.95
15706—5x20 Shelf 8.00
15710—5x18 Shelf 7.70
15712—5x24 Shelf 8.20
15714—5x30 Shelf 9.50
15301—5x20 Rail 4.55
15202—5x24 Rail 5.00
15304—5x30 Rail 5.70
15307—6x24 Rail 5.75
15435—Paper Holders (Roll) 6.15
15420—Paper Holders (Roll) 2.90
15451—Paper Holders (Sheets) 4.95
15510—Hooks .60
15528—Hooks 1.10
15518—Hooks 1.30
15534—Hooks 2.55
15533—Hooks 3.20
15521—Hooks 1.15
15520—Hooks 1.20
15501—Hooks 1.75
14510—Stool 12.70

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers. 19.15
No. 7 White Pyralin Square Bath Stool, Cork Top. 22.30
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4 34.30
No. 2, same, 20x28 43.35
No. 1, same, Oblong with Square Corners. 42.50
No. 2, same, 20x28 42.30
No. 3, same, 20-inch Round 36.70
No. 4, same, 24-inch 48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar. 4.10
4600—20-inch Roller Towel Bar with Lock. 5.20
2112—14-inch 2-arm Crystal Swing Rack. 8.10
2113—14-inch 3-arm Crystal Swing Rack. 4.10
2818—⅝x18-inch Crystal Bar 1.95
2824—24-inch Crystal Bar 2.20
2918—1x18-inch Crystal Bar 3.40
2924—24-inch Crystal Bar 3.80
2930—30-inch Crystal Bar 4.55
2936—36-inch Crystal Bar 6.00
2618—⅝x18-inch Opal Bar 1.95
2624—24-inch Opal Bar 2.20
2718—1x18-inch Opal Bar 3.54
2724—24-inch Opal Bar 3.95
2730—30-inch Opal Bar 4.60
2736—36-inch Opal Bar 6.15
5610—5x18-inch Crystal Shelf 4.50
5612—5x24-inch Crystal Shelf 4.90
5606—5x20-inch Crystal Shelf 4.60
5301—5x20-inch N. P. Shelf Rail 3.15
5101—Crystal Tooth Brush Holder. .90
5150—Opal Tooth Brush Holder .95
5108—N. P. Tooth Brush Holder. .55
5146—Comb, Tumbler and T. B. Holder. 1.55
5191 and 5117—Tumbler Holder 1.95
5170—Tumbler Holder 1.10
5196 and 5141—Tumbler and Toothbrush Holder. 3.00
5222—Tumbler, T. B. and Soap Holder. 5.95
5291—Tumbler, T. B. and Soap Holder. 5.95
5293—Tumbler, T. B. and Soap Holder. 8.15
5298—Tumbler, T. B. and Soap Holder. 8.40

DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P., ½-inch $1.00; ⅝x¾, $1.10.

URINAL COCKS—E1765—Self Closing N. P., ½-inch, $3.10.

BALL COCKS—E1771—Silent ½-inch O. D. without Integral Stop, less Ball and Stem, $3.10.

BASIN COCKS—

E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing 1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing. 2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing 2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing. 2.20
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing. 2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub. 10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing. 5.80
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing. 3.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing. 4.20

CLOSETS AND TRIMMINGS

CLOSET SEATS—

L3500—White Seat, less Cover 11.35
L3600—Birch Mahogany, less Cover 4.00
L3700—Oak, less Cover 4.00
L3501—White Seat and Cover 12.00
L3601—Birch Mahogany and Cover 4.35
L3701—Oak and Cover 4.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge 20.00
L3515—White Crescent Seat 11.35
L3615—Birch Mahogany Seat 8.00
L3615½—Birch Mahogany, Cantonment Type. 4.35
L3715—Oak Seat, Mahogany, Cantonment 4.35
L3715—Oak Seat, Cantonment Type 4.35
L3516—White Crescent Seat and Cover 14.35
L3616—Birch Mahogany Crescent Seat and Cover. 8.70
L3716—Oak Crescent Seat and Cover 8.70
L3520—White Horseshoe Seat 12.50
L3620—Birch Mahogany Horseshoe Seat. 8.30
L3720—Oak Horseshoe Seat 8.30
L3521—White Horseshoe Seat and Cover 16.70
L3621—Birch Mahogany Horseshoe Seat and Cover. 8.70
Oak Mahogany Seat and Cover 8.70
L3535—White Extended Seat Closet Front. 17.35
L3635—Birch Mahogany Extended Seat Closet Front. 13.35
L3735—Oak Extended Seat Closet Front 13.35
L3536—White Extended Closet Front with Cover. 22.70
L3636—Birch Mahogany Ext. Closet Front with Cover. 16.70
L3736—Oak Extended Closet Front with Cover. 16.70
L3565—White Extended Open Front and Back. 16.70
L3765—Oak Extended Open Front and Back. 16.90
L3566—White, Ditto, with Cover 26.70
L3766—Oak, Ditto 20.00

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—
Extra Heavy Stable Cesspool—12x12x10, 6.60 each; 16x16x10, $9.50.
C. I. Plain Top Cesspools—6x6x2, $0.90 each; 9x9x3, $1.50; 12x12x4, $2.90; 13x13x4, $3.50.
C. I. Extra Heavy, Hinged Top—6x6x12, $1.15 each; 9x9x3, $2.00; 12x12x4, $3.60; 13x13x4, $4.35.
Galvanized Refrigerator Drains, 1¼-in. I. P., $1.60 each.
Blake, Iron wf. B. W. Valve—G102, 2-inch, $10.15 each; G103, 3-inch, $16.15; G104, 4-inch, $24.75.

JOSAM DRAINS—
I. P. Govt. Pattern—208A, 5x2-inch, $14.40 each; 207A, Cx3-inch, $20.00; 2003A, 6x2-inch, $21.60.
300—4-inch N. P. Strainer, 2-inch I. P., $8.15 each.
Roof Drains—400, 4-inch, $14.40; 401, 5-inch, $17.55; 402, 6-inch, $19.20.
Wood Roof Drains—400A, 4-inch, $19.20 each; 401A, inch $22.55; 402A, 6-inch, $24.00.
Floor Drains, 4-inch I. P.—500A, 10-inch, $13.15; 600, 3-inch, $9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—
2-inch Flat Iron Top, $19.80 each; 4-inch Flat Iron Top, $28.95; 4-inch Raised Iron Top, $37.95.

SHOWER STRAINERS—
3¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, $2.40 each; 4-inch ditto by 2-inch ditto, $2.70.
5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap. P2986, $10.35.

PENBERTHY AUTO CELLAR DRAINERS—
No. 1, $28.15 each; 2, $45.00; 3, $62.00. No. 1, Non-Automatic, $21.90.
Washing Machine Drainers, $4.00 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—

No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord	16.00
No. B1101—2½-gal. Badger's Chemical Extinguisher	20.00
No. B1107—Extra Hose with Nozzle	1.50
No. B1108—Hanger	.25
No. B1106—8-oz. Acid Bottles	.25
No. B1114—Universal Soda and Acid Recharge	.75
No. 0—Fire Gun Extinguisher, 1 qt.	10.00
No. 1—Fire Gun Extinguisher, 1½ qt.	12.00
No. 2—Fire Gun Extinguisher, 1½ qt.	14.00
Universal Liquid for Recharging Fire Gun, per quart	1.75
No. B1118—2½-gal. Foamite Firepan Extinguisher	30.00
No. B1118—Pump Tank Extinguisher, 5-gal.	15.00
No. M1201—1-pint Safety Gasoline Cans	3.00
No. M1204—1-quart Safety Gasoline Cans	3.35
No. M1202—2-quart Safety Gasoline Cans	4.65
No. M1205—1-gal. Safety Gasoline Cans	5.35
No. M1203—3-gal. Safety Gasoline Cans	8.60
No. M1206—5-gal. Safety Gasoline Cans	10.00
No. M1207—6-gal. Justrite Oily Waste Can	6.65
8-gal. Justrite Oily Waste Can	7.35
10-gal. Justrite Oily Waste Can	8.00
No. S502—Small First Aid Kit	7.50

GAS WATER HEATERS

AUXILIARY TYPE—
No. 1½, Lion, No. 25 Ruud, Double Copper Coil. 18.70
No. 2, Lion, No. 35 Ruud, Triple Copper Coil. 40.00

STORAGE TYPE—
Pittsburg or Ruud Multi-Coil Storage Heaters—

No.	Each
30	85.00
50	95.00
100	295.00
200	355.00
300	420.00
500	650.00

Moment Valve Thermostats—

No.	Each
30, ¾-inch	40.00
50, ¾-inch	40.00
100, ¾-inch	65.00
200, 1-inch	70.00
300, 1-inch	70.00
500, 1½-inch	80.00

AUTOMATIC TYPE—
Pressure Valve, Pittsburgh—

No.	Each
2 (Old No. 50)	105.00
2½ (New No. 50)	120.00
3 (New No. 60)	165.00

Thermostat Type Pittsburgh

No.	Each
2½ (New No. 55)	135.00
3 (New No. 65)	195.00
4	240.00
6	310.00
8	410.00

Combination Boiler and Heater—

No. 30, Royal Auto	78.15
No. 40, ditto with Thermostat	91.25
Marvel, ditto, less Thermostat	35.70
No. 40, ditto	45.00

LEAD GOODS

HALF AND HALF SOLDER — 500 lb. lots, $33.35; 100 lb. lots, $34.70; less, $36.00.
EXTRA WIPING SOLDER—500 lb. lots, $30.00; 100 lb. lots, $31.35; less, 32.70.
Wire Solder, Smooth, $36.75.
CALKING LEAD — 2000 lb. lots, $9.15; 500 lb. lots, $9.50; Less, $9.80.
PIG LEAD — 2000 lb. lots, $9.50; 500 lb. lots, $9.80; less, $10.15.
SHEET LEAD — Full Rolls, $14.50; Cut Pieces, full width, $14.80; Cut Pieces, odd sizes, $15.80.
¼-inch Lead Tubing, $17.75.
Bar Tin, $80.00.
Block Tin Pipe, full reel and coils, $61.70.
Block Tin Pipe, cut pieces, $70.00.
LEAD BENDS — 4x5½x10, $1.60 each; 4x5½x12, $1.85; 4x5½x15, $2.15; 4x5½x18, $2.50; 4x5½x20, $2.60; 4x10x10, $2.10; 4x10x12, $2.30; 4x10x15, $2.60; 4x10x18, $2.95; 4x10x20, $3.15.
LEAD PIPE—⅜-inch to 1½-inch, full reels and coils, $11.75; 2, 3, 4-inch Lead Soil Pipe, full lengths, $11.75; Other sizes 2½ to 5-inch, full lengths, $12.40; Cut Pieces, all sizes, $13.10.
Note—Add to lead pipe when full reels are taken $2.70 per reel.
Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at $2.00 each net, no freight allowance, on receipt of prepaid B. L.
LEAD WASHERS—$26.20 per 100 lbs.
LEAD WOOL—$22.70 per 100 lbs.
TRAPS—Standard—1¼ Short "P," 55c each; 1¼ Long "P," 85c; 1½ Short "P," 80c; 1½ Long "P," $1.10. 1¼ Short "S," 65c; 1¼ Long "S," $1.00; 1½ Short "S," $1.00; 1½ Long "S," $1.50.
Extra Heavy—1¼ Short "P," 85c each; 1¼ Long "P," $1.25; 1½ Short "P," $1.20; 1½ Long "P," $1.60; 1¼ Short "S," 95c; 1¼ Long "S," $1.55; 1½ Short "S," $1.35; 1½ Long "S," $2.10.
COMBINATION BENDS AND FERRULES — 4x5½x12, $2.35 each; 4x5½x14, $2.60; 4x5½x16, $2.80.
COMBINATION FERRULES, LEAD AND IRON — 4x4, 55c each; 4x6, 95c; 4x8, $1.10; 4x10, $1.40; 4x12, $1.50; 4x14, $1.75; 4x16, $1.85.
Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.
Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE

PIPE—Random	Wrought Steel Blk.	Wrought Steel Gal.	Wrought Iron Blk.	Wrought Iron Gal.	Standard Thread
⅛	4.80	7.00	.....	.....	.16
¼	4.95	7.40	11.10	14.85	.16
⅜	4.95	7.40	11.10	14.35	.16
½	6.35	8.15	11.35	14.55	.16
¾	7.90	10.00	13.90	17.55	.16
1	11.15	14.30	19.95	25.35	.18
1¼	15.10	19.85	26.95	34.30	.22
1½	18.00	23.15	32.20	40.95	.24
2	24.15	31.10	46.40	57.70	.30
2½	39.95	51.15	74.00	87.15	.46
3	52.15	66.95	96.75	113.95	.60
3½	67.20	84.90	116.35	168.15	.76
4	79.55	100.95	137.90	193.30	1.06
5	112.15	141.75	207.30	262.30	1.66
6	145.55	184.00	268.90	340.50	2.10
7	200.00	253.35	.....	.....	2.56
8, 25 lb.	209.35	265.35	.....	.....	3.00
9	294.70	.....	.....	.....	3.76
10, 32 lb.	320.00	.....	.....	.....	4.50
12	412.00	.....	.....	.....	7.50

Cutting Charge—⅛ Standard Threading. All prices quoted per 100 feet.
Plugged and Reamed—2-in., $40.00; 2½-in., $65.95; 3-in., $86.40.

PIPE FITTINGS

CAST IRON — BLACK —	¼	⅜	½	¾	1	1½	2	3	4
Bends, Y	...	...	.31	.43	.52	1.00	1.43	3.80	6.08
Bends, Rt. OP	...	...	...	.40	.46	.84	1.25	3.34	9.88
Bends, Rt. CP	...	...	.27	.31	.32	.62	.87	2.58	7.60
Bushings	.06	.06	.06	.07	.09	.13	.19	.40	.66
Crosses	...	...	.24	.32	.41	.81	1.14	3.04	....
Elbows, 90 dg	.08	.08	.09	.12	.16	.31	.43	1.14	1.82
Elbows, 45 dg	.09	.09	.11	.15	.18	.37	.52	1.37	2.20
Elbows, Red	...	.09	.11	.14	.18	.35	.49	1.29	2.13
Plugs	.03	.03	.03	.05	.06	.10	.14	.36	.58
Tees	.12	.12	.14	.18	.23	.44	.63	1.67	2.66
MALLEABLE — BLACK —									
Bends, Rt. OP	...	...	.27	.34	.58	1.33	1.70	....	....
Bends, Rt. CP	...	...	.22	.25	.48	.78	1.13	....	....
Caps	.04	.05	.06	.10	.13	.23	.38	.90	1.50
Crosses	.08	.14	.21	.30	.48	.55	.75	2.25	4.35
Crosses, Red	...	.13	.23	.32	.58	.70	1.25	3.65	7.00
Couplings, R.H.	.04	.07	.09	.15	.15	.30	.48	1.40	....
Elbows, St	.05	.07	.11	.19	.19	.34	.65	2.15	5.00
Elbows, Red	.16	.10	.12	.18	.20	.35	.65	1.88	4.00
Elbows, 45 dg	.04	.05	.09	.14	.21	.45	.65	1.45	2.90
Elbows, 90 dg	.06	.08	.10	.10	.16	.30	.50	1.50	3.26
Locknuts	.03	.03	.05	.10	.14	.19	.22	.50	.90
Reducers	.10	.06	.09	.13	.20	.26	.45	1.20	1.60
Tees	.07	.11	.13	.12	.18	.40	.68	1.85	3.75
Tees, Red	.18	.13	.17	.24	.23	.50	.88	2.30	4.65
Tees, 4-Way	...	.12	.18	.24	.43	.90	1.60	....	....
MALLEABLE — GALVANIZED —									
Bends, Rt. OP	...	...	.40	.50	.83	2.18	2.83	6.25	....
Bends, Rt. CP	...	...	.35	.38	.70	1.25	1.98	....	....
Caps	.06	.08	.09	.14	.19	.38	.60	1.50	2.50
Crosses	.11	.20	.30	.45	.60	1.00	1.30	3.75	7.15
Crosses, Red	...	.19	.34	.75	.85	1.00	1.60	4.80	9.20
Couplings, R.H.	.07	.10	.14	.23	.26	.50	.78	1.85	....
Elbows, 90 dg	.08	.12	.14	.14	.25	.45	.75	1.90	4.00
Elbows, Red	.22	.15	.18	.27	.32	.60	1.00	2.35	5.05
Elbows, 45 dg	.06	.09	.13	.21	.32	.65	.90	1.80	3.65
Elbows, St	.08	.11	.16	.29	.32	.58	1.00	2.70	6.40
Locknuts	.04	.05	.08	.15	.21	.21	.35	.75	1.45
Reducers	.14	.09	.14	.19	.30	.43	.73	1.60	2.70
Tees	.10	.16	.19	.19	.29	.60	1.05	2.30	4.70
Tees, Red	.28	.20	.24	.36	.37	.75	1.10	2.85	5.80
Tees, 4-Way	...	.17	.27	.35	.63	1.25	2.05	....	....

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—

	⅜	½	¾	1	1½	2	3	4
Cl. Sh.....	3.42	4.28	4.80	6.40	10.40	14.40	30.75	58.25
Long.....	5.14	5.98	7.20	10.40	16.00	17.25	46.00	82.00
4-in. Long..	5.98	6.85	....	....	....	....	....	.....
5-in. Long..	6.84	8.56	8.80	12.00	16.00	20.50	....	.....
6-in. Long..	8.56	10.26	10.40	14.40	23.20	24.35	54.40	.....

NIPPLES—GALVANIZED—Per 100—

Cl. Sh.....	5.40	5.40	6.84	9.40	17.96	23.08	47.90	97.25
Leng.....	9.90	9.90	11.98	16.24	29.92	32.15	75.25	134.65
4-in. Long	10.80	11.70	....	....	....	....	....	.....
5-in. Long	13.50	14.40	15.40	20.52	26.70	35.55	....	.....
6-in. Long	15.30	16.20	17.96	23.94	31.50	41.75	89.00	.....

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, ¼-inch to ½-inch, $10.40 each; No. 1, ¼-inch to 1-inch, $18.65; No. 1½, ¾-inch to 1¼-inch, $12.35; No. 1¾, $12.35; No. 2, 1¼-inch to 2-inch, $18.85; No. 3, 2½-inch to 3-inch, $45.50.

Extra Dies and Bushings—List plus 50 per cent.

Miller s Reversible Ratchet Stocks and Dies—"B" complete, ¼-inch to 1-inch, $21.20 each; "C," 1-inch to 1½-inch, $24.05; "D," 1¼-inch to 2-inch, $28.10.

Extra Dies, Bushings and Die Frames, List plus 30 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, ⅛ to ½-inch, $10.80 each; No. 2, ¼ to 1-inch, $14.40; No. 2½, ½ to 1¼-inch, $16.80; No. 3, 1 to 2-inch, $25.20.

Extra Dies—List plus 30 per cent. All other Repairs list plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, ⅛ to ¾-inch, $26.60 each; ¼ to ¾-inch, $22.40; ½ to ¾-inch, $14.00.

Dies with Heads—⅛, ¼ or ⅜-inch, $4.20; ½ or ¾-inch, $4.90.

Extra Dies (4 segments), all sizes, $2.80 each.

Ratchet only, $4.20.

No. 0 complete, ⅛ to ¾-inch, $22.40. R. H. Dies, complete, 3 sets, $9.00. L. H. Dies complete, 5 sets, $15.00.

No. 1 complete, 1 to 2-inch, $26.40.

1-A Ratchet complete, 1 to 2-inch, $33.00. Dies complete (3 sets), 1¼, 1½, $6.75. Same, Single Set, 4 pieces, $2.25. 2-inch Dies for No. 1 or 1-A, $3.25.

No. 2 complete, 2½ to 4-inch, $110.00. Dies, complete, 4 sets, $35.20. Dies, single sets, 5 pieces, $8.50.

No. 3 complete, 4½ to 8-inch, $330.00. Dies, complete, 5 sets, $66.00; Dies, single sets, 5 pieces, $13.20.

No. 4 complete, 9, 10 and 12-inch, $550.00. Dies complete, 3 sets, $66.00. Dies, single set, 5 pieces, $22.00.

No. 10 complete, 1 to 2-inch, $36.40. R. H. Dies complete, 4 pieces, $5.52. L. H. same, $5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, $44.20.

No. 25, complete, 2½ to 6-inch, $253.04. Dies, complete, 4 pieces, $8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, $660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, ⅜ to 1-inch, $30.60 each. Extra Die Heads and Chasers, ⅜-inch, $5.10; ½ or ¾-inch, $5.96; 1-inch, $6.80. Extra Chasers, any size (4), $2.76.

No. 6 Beaverette, complete, ¼ to ¾-inch, $24.00. Extra Dies, per set, $4.50.

No. 23 Stock and Die, complete, 1-inch to 2-inch, $26.40. Extra Die Heads, ½ or ¾-inch, $6.06.

No. 25, complete, 1 to 2-inch, $36.00. Extra Dies, per set, $4.66.

No. 26, Ratchet, complete, 1 to 2-inch, $42.00.

No. 41, complete, 2½ to 4-inch, $110.00. Extra Dies, per set, $12.00.

No. 61, complete, 2½ to 6-inch, $264.00. Extra Dies, per set, $26.60.

Other repair parts for No. 6—List plus 50 per cent.

Other repair parts for 23, 25, 26, 41 and 61—List plus 33 1-3 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, ⅛ to 2-inch, $5.00 each; 18-inch, 1 to 5-inch, $10.00. Extra Straps— 12-inch, $1.00; 18-inch, $2.00. Basin Wrench, $2.30; Spud Wrench for Radiator Nipples, $3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, ⅛ to ¾-inch, $3.50 each; No. 31 or 11, ⅛ to 1½-inch, $5.00; No. 32 or 12, ¼ to 2½-inch, $7.20; No. 33 or 13, ¾ to 4-inch, $10.00; No. 33½ or 13, 1 to 6-inch, $13.00; No. 34 or 14, 1½ to 8-inch, $16.00; No. 35 or 15, 2 to 12-inch, $26.00. Extra Parts, List plus 70 per cent.

Agrippa Chain Wrenches—No. 21, ⅛ to 1½-inch, $6.50 each; No. 22, ¼ to 2½-inch, $9.30; No. 23, ¾ to 4-inch, $13.00; No. 23½, 1 to 6-inch, $16.75; No. 24, 1½ to 8-inch, $20.50; No. 25, 2 to 12-inch, $33.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, $18.00 each; No. 1, 2 to 6-inch, $32.00; No. 2, 2½ to 10-inch, $64.00; No. 3, 3 to 14-inch, $120.00.

Walworth Reversible Bostong Wrenches—No. 2, ¼ to 2-inch, $11.00.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, ⅛ to 1-inch, $4.50 each; No. 2, ⅛ to 2-inch, $6.00; No. 3, 1½ to 3-inch, $10.00; No. 4, 2½ to 4-inch, $20.00; No. 5, 4 to 6-inch, $30.00; No. 6, 6 to 8-inch, $40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels — No. 1, $1.00 each; No. 2, $1.20; No. 3, $1.60; No. 4, $2.00; No. 5, $2.20.

Saunders Roller Type—No. 1, ⅛ to 1-inch, $3.90 each; No. 2, 1 to 2-inch, $5.96; No. 3, 2 to 3-inch, $14.30; No. 4, 2½ to 4-inch, $23.40; No. 5, 4 to 6-inch, 36.40. Extra Parts, List plus 40 per cent.

Knurled Wheels—No. 1, $1.00 each; No. 2, $1.20; No. 3, $2.20.

Trimo—No. 1, ⅛ to 1¼-inch, $4.95 each: No. 2, ⅛ to 2-inch, $6.60; No. 3, 1¼ to 3-inch, $11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, ⅛ to 1-inch, $27.00 each; No. 5, ⅞ to 2-inch, $30.00; No. 10, 2½ to 4-inch, $120.00.

Extra Knives, per set—No. 1, $1.80 each; No. 5, $2.24; No. 10, $3.74.

Toledo—No. 250, 2½ to 6-inch, $168.00 each. Extra Blades (Set of 4), $1.76.

MISCELLANEOUS CUTTERS—Chesterton or Fletcher Gauge Glass Cutter, A5903, $4.00 each.

Gasket Cutter, $1.80.

PIPE TAPS AND REAMERS—R. H. A4201—⅛ to 1-inch, List less 20 per cent; 1¼ to 2-inch, List less 10 per cent; 2½ to 3-inch, List plus 40 per cent; 3½ to 4-inch, List plus 70 per cent..

L. H. A4201 and Reamers A4202—⅛ to 1-inch, List plus 10 per cent; 1¼ to 2-inch, List plus 32 per cent; 2½ to 3-inch, List plus 70 per cent; 3½ to 4-incn, List plus 110 per cent.

Combined Drill and Tap—A4203, ¼ to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, ⅞ to 1¼-in., $12.48 each; E4851, ⅜ to 3-inch, $18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—⅜ to 3-inch, $19.20 each.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top —

No.	Each.
18, 12x36	12.00
24, 12x48	12.00
30, 12x60	12.00
40, 14x60	16.35
52, 16x60	28.00
66, 18x60	48.00
82, 20x60	58.00
100, 22x60	80.00
120, 24x60	90.70
144, 24x72	146.70
168, 24x84	185.35
192, 24x96	160.00

Standard Galvanized Horizontal—

No.	Each.
30, 12x60	13.20
40, 14x60	18.00
52, 16x60	39.80
66, 18x60	52.80

Double Extra Heavy, Vertical, six- year guarantee—

No.	Each.
30, 12x60	30.00
40, 14x60	26.70

Extra Heavy Galvanized Vertical or Horizontal—

No.	Each.
30, 12x60	14.70
40, 14x60	19.35
52, 16x60	37.35
66, 18x60	68.70
82, 20x60	82.00
100, 22x60	112.00

Graves 300-lb. W. P 6-year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.
30, 12x60	47.50
40, 14x60, ...	57.35

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—

No.	Each.
30, 12x60	43.35
40, 14x60	50.70
52, 16x60	76.70
66, 18x60	110.00
82, 20x60	133.35
100, 22x60	166.70

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Range Boilers—Continued.

Boiler Stands—	
Hawks Universal.....	2.35
Sanders Adjustable...	1.00
Foster	1.50
12-in. American Ring..	2.20
14-in. American Ring..	2.55
16-in. American Ring..	3.60
18-in. American Ring..	5.00
20-in. American Ring..	6.00
22-in. American Ring..	8.00
24-in. American Ring..	9.35
½-in. Range Boiler Relief Valves	2.00
½-in. Stack Combination Relief Valves & Faucets, Set 85 lbs.....	7.35
Ditto, Set 150 lbs.....	7.35

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—P910, P6450—8-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.
P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $73.35.
P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.35; 6x20-in., $96.70; 6x24-in., $113.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.35; H1635, P6503, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall Fountain with Trays, $17.75; B7500, Self Closing Sink Bubbler, $6.75; B7600, Self Closing Sink Bubbler, $4.75; B7800, Self Closing Swinging Sink Bubbler, $10.35; B8000, Self Closing Swinging Basin Bubbler, $8.00; B8100, Self Closing Basin Bubbler, $6.35; B8200, Self Closing Basin Bubbler, $14.00; B8300, Self Closing Swinging Basin Bubbler, $11.75; B8700, Nozzle ⅜-in. I. P., $1.20.

GLAUBER DRINKING FOUNTAINS—H503A, $8.00; H504E, $7.55; H510A, $8.55; H510B, $8.55.

MUELLER DRINKING FOUNTAINS—E3728, $8.70; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.
P6991, P6706-7, P6715-16, P6720-21—20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.
P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70.
P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.
P6814—22x26-in., $4.00.
P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.
P6817-18, P6822-23, P6826-27—20x30-in., $3.50.

ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, $3.00 each; enameled, $4.00.
Type "B"—Painted, $3.50 each; Enameled, $5.35.
The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS—K1176, C730, P7010—20-in., $5.35; 24-in., $6.35; 30-in., $6.70; 36-in., $10.35; 40-in., $12.35; 42-in., $12.70; 48-in., $16.35.

END PIECES—K1182, P7012—18-in., $5.70; 20-in., $6.20; 22-in., $6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., $7.75; 14x20-in., $8.35; 16x24-in., $8.80; 18x24-in., $9.60; 18x30-in., $9.60; 18x36-in., $14.40; 20x24-in., $10.20; 20x30-in., $10.60; 20x36-in., $15.70; 22x36-in., $16.35; 20x40-in., $20.00; 24x48-in., $26.70.

STEEL SINKS — New Era Galvanized — 16x24-in., $4.40; 18x30-in., $5.90; 18x36-in., $7.60; 20x30-in., $7.10; 20x36-in., $9.00; 20x40-in., $9.30.
New Era, Painted — 16x24-in., $4.00; 18x30-in., $5.10; 18x36-in., $6.50; 20x30-in., $6.30; 20x36-in., $7.80; 20x40-in., $8.00.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., $53.40; 10-gal., 12½x14-in., $93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., $36.00; 18x22-in., $42.00; 20x22-in., $44.00; 20x24-in., $46.70.
K1212, P7235—16x20-in., $34.00; 18x22-in., $40.00; 20x22-in., $42.00; 20x24-in., $44.70.
K1230, C670, P7274—Enameled inside, with 2-in., outlet and N. P. Duplex Strainer—16x16x10-in., $10.70; 16x16x13-in., $12.40; 20x14x12-in., $12.40; 20x16x12-in., $14.00; 22x20x12-in., $18.00; 24x18x12-in., $16.35; 24x20x12-in., $17.70; 30x20x12-in., $28.00; 36x20x12-in., $31.70.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, $12.00; Enameled all over, $15.00.

SEWER PIPE

VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.

BRANCHES AND CURVES—3-inch, 85c each; 4-inch, $1.10; 6-inch, $1.50; 8-inch, $2.15; 10-inch, $3.00.

TRAPS—3-inch, $2.15 each; 4-inch, $2.70; 6-inch, $3.75; 8-inch, $6.40; 10-inch, $8.95.

TRAYS AND ENAMELED URINALS

LAUNDRY TRAYS—Less Fittings—K1248, P7300, $102.70.
For additional hardwood Wringer Holder between sections, add $4.00.
K1250, P7320—1-Section, $57.35; 2-Section, $106.70; 3-Section, $153.35.
P7338—1-Section, $53.35; 2-Section, $97.35; 3-Section, $145.35. Without Wringer Holders, deduct $4.00 each.
K1268, C830, P7350—1-Section, $24.35; 2-Section, $48.70; 3-Section $73.00.
For Wood Covers, each section, add $6.70.
For N. P. Union Strips, add $3.35 each.

URINALS—K1479, C960, P9960—Enameled Inside Urinal with Concealed Wall Hangers, Brass Bee Hive Strainer, Tank with Automatic Fittings, Flush Pipe, Tee and Brass Washdown Pipe, less Trap—2-ft., $66.70; 2½-ft., $73.40; 3-ft., $78.70; 3½-ft., $83.50; 4-ft., $90.00; 5-ft., $106.70; 6-ft., $123.50.
P9965—Add to List Price of P9960 Urinal the List Price for Polished Brass Perforated Washdown Pipe fitted along back, ends and front. The length given refers to length of P9960 Urinal desired—2-ft., $13.40; 2½-ft., $14.70; 3-ft. $15.40; 3½-ft., $16.00; 4-ft., $16.70; 5-ft., $18.00; 6-ft., $19.40.
P7460 and 7465—1 Tray, $106.70; 2 Trays, $180.00.
For Combination Drain Board and Tray Cover add $10.70 each.

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of $1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

WANTED

Wanted—Agency of merit. Inquire Exposition Hardware Co., 4278 So. Hoover St., Los Angeles, California.

WANTED

Wanted: to hear from owner of good hardware store for sale. State cash price, particulars. D.F.Bush, Minneapolis, Minn. (J.A.S.)

HARDWARE SALESMEN

Salesmen wanted, visiting hardware dealers, to handle our patented step-ladder as a side line, on a commission basis.
SURESTEP LADDER CORP.,
401 Winthrop Ave., Long Island City, N. Y. (J. A. S.)

TO SELL

We have on hand five hundred Lipped Ship Adzes made by the Mann Axe Tool Company, St. Stephens, N. B., Canada. These are the famous light Canadian pattern and of a very fine quality. Wooden shipbuilding has been discontinued here, so we offer them at $2 each. If interested in Lignum Vitae Mallets at a very low price, write us. Samples on request. Ernst Hdwe. Co., Pike St. at Sixth Ave., Seattle, Washington.

FOR SALE

Hardware Store, Santa Clara Valley. Clean up-to-date stock. Established 20 years. Stock and fixtures will invoice about $14,000. Will require about one-third cash, balance monthly. Long lease, large room; doing good business. Reason for selling, sickness. Fine opportunity for experienced man with small capital. Address "Peninsula," care HARDWARE WORLD.

REPRESENTATIVE WANTED

Opportunity for live energetic representative in the West to take on the sale of a number of Hardware and Household Commodities — our products are well known, and are being sold to 450 jobbers throughout the country. Representative must be able to finance himself till returns from sales. Address Box 301, HARDWARE WORLD.

FOR SALE

For Sale, hardware and implement stock in the Willamette Valley. Town about 1800 population. Good dairy and agriculture community. Will invoice about $11,000. Owner has other interest to look after. Address W E. C., care HARDWARE WORLD, Portland, Ore. (tf)

FOR SALE

One Ideal Lawn Mower Grinder. Late model. First class condition. Live Hardware Co., So. Pasadena, Cal. (1)

SALES REPRESENTATION

Sales organization of six years' standing, covering the Pacific Coast jobbing trade, can represent two or three additional manufacturers with representative products sold through the hardware trade. Best references from the trade, banks, manufacturers we have represented. Graf Sales Co., Williams bldg., San Francisco. (1

FOR SALE

Hardware business in good farming district in Yakima Valley. Clean selected stock $7,000 can swing deal. A. J. T., care HARDWARE WORLD. (A. S.)

HARDWARE SALESMEN, ATTENTION!

An opportunity is offered to hardware salesmen covering retail field to make extra money in a line of live sellers. Repeat orders come regularly, assuring steady income. Write for information. F. B. E., care HARDWARE WORLD, St. Louis. (A. S.)

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Shot Cartridges—

	Black.	Smokeless.
22 Long	$0.65	$0.70
44 Win. Wd. End	1.70	2.00
44 Mar. Game Getter	1.70	1.95
44 XL	1.85	2.10
40-82	1.65	...
45-70	1.65	...
Blank Cartridges—		
22	$0.20	
32 S. & W.	.75	
38 S. & W.	.90	
Caps and Primers—		
Percussion Caps	.25	
Muscat Caps	.30	
Primers, 100 in box	.50	
Primers, 250 in box	1.15	
New No. 4 and 33 Primers	.60	
Wads—		
Cardboard, box of 250	.20	
Blk. Edge, Reg. box of 250	.60	
Blk. Edge, ¼" box of 125	.45	
Blk. Edge, ¼" box of 250	.90	
Rim Fire, Cartridges—		

	Semi-Smokeless.	Smokeless.
BB Caps	$0.35	$0.35
CB Caps	.45	.45
22 Short	.25	.35
22 Short H P	.30	.35
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.35	.40
22 Long Rifle H P	.40	.50
22 S. & W. Long	.35	.40
22 Extra Long	.55	...
22 W R F	.55	.60
22 W R F, H P	.60	.65
22 Win & Rem Auto	...	.60
22 Win & Rem Auto, H P	...	.65
25 Short Stevens	.60	...
25 Stevens	.85	...
32 Short	.60	...
32 Long	.70	...
38 Short	1.00	...
38 Long	1.20	...
41 Short	1.00	...
41 Long	1.05	...
Center Fire, Cartridges—		
32 Win SS	1.50	1.75
22-15 Stevens	.65	...
25-20 Stevens Lead Blt.	1.85	2.05
25-20 Stevens S.P.& M.C.	1.90	2.20
25-20 Mod. 92 Lead	1.65	1.90
25-20 Mod. 92 S.P.& M.C.	...	2.00
25-20 Mod.92 H.V.S.P.& M.C.	...	2.15
25 Colts Auto	...	1.60
30 Bor S.P.& M.C.	...	2.60
30 Luger S.P.& M.C.	...	2.60
30 Mau S.P.& M.C.	...	2.60
30 Mau in Clips S.P.& M.C.	...	1.35
32 Smith & Wesson	1.15	1.25
32 S.& W. Metal Pt.	...	1.30
32 S.& W. Long	1.15	1.35
32 S.& W.Long Metal Pt.	...	1.45
32 Short Colts	1.15	1.25
32 Long Colts	1.25	1.35
32 Colts New Police or Police Pos.	1.25	1.35
32 Colts Auto S.P.& M.C.	...	1.75
32 Win or 32-20 Lead Blt.	1.65	1.90
32 Win or 32-20 S.P.& M.C.	...	2.00
32 Win or 32-20 H.V.S.P.& M. C.	...	2.15
35 S.& W.Auto S.P.or M.C.	...	1.75
38 S. & W.	1.40	1.55
38 S. & W. Mtl. Pt.	...	1.60
38 S. & W. Special	1.70	1.80
38 S. & W. Special Mtl. Pt.	...	1.95
38 Colts New Police or Police Pos.	1.40	1.55
38 Colts New Police or Police Mtl. Pt.	...	1.65
38 Short Colts	1.40	1.55
38 Long Colts	1.50	1.65
38 Colts Auto S.P.& M.C.	...	2.50
380 Colts Auto S.P.& M.C.	...	2.40
9 M-M Lug. S.P.& M.C.	...	2.75
38-40 Lead Bullet	2.00	...
38-40 S.P.& M.C.	...	2.45
38-40 HI.Vel.S.P.& M.C.	...	2.70
41 Short Colts	1.65	1.80
41 Long Colts	1.90	2.15
44 S. & W. Am.	2.00	...
44 S. & W. Rus.	2.15	2.80
44 S. & W. Spec.	2.80	2.50
44 Win or 44-40 Ld. Blt.	2.00	...
44 Win or 44-40 S.P.& M.C.	...	2.45
44 Win or 44-40 H. V. S.P.& M. C.	...	2.70
44 Game Getter	2.00	2.25
44 Webley	1.80	...
44 Bull Dog	1.75	...
45 Webley	2.25	...
45 S. & W.	2.40	...
45 Colts	2.15	2.40
45 Colts Auto	...	2.90
50 Rem. Pistol	...	2.25
Rifle Cartridges—		
Cost—Factory List Less 10-5%.		

	Semi-Smokeless.	Smokeless.
22 HI.Pr.Savg.S.P.&M.C.	...	$1.55
6 M-M S.P.&M.C.	...	2.20
6 M-M Short RangeS.P.&M.C.	...	1.85
7 M-M Mauser S.P.&M.C.	...	2.20
7-65 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mann S.P.&M.C.	...	2.20
9 M-M Mann S.P.&M.C.	...	2.30
25-21 Stevens S.P.&M.C.	$0.90	1.10
25-25 Stevens S.P.&M.C.	.90	1.10
25-36 Marlin S.P.&M.C.	...	1.40
25 Rem.S.P.&M.C.	...	1.40
25-35 Win.S.P.&M.C.	...	1.40
25-35 Short Range Lead	...	1.30
250-3000 Savg.S.P.& M.C.	...	1.75
256 Newton S.P.&M.C.	...	2.25
280 Ross Win & UMC Make	...	2.50
280 Ross, Ross M'keO.T.&M.C.	...	2.65
30-30 S.P.&M.C.	...	1.55
30-30 Miniature M.C.	...	1.50
30-30 Short Range Lead	...	1.30
30 Rem.S.P.& M.C.	...	1.55
303 Savg.S.P.& M.C.	...	1.55
303 Savg.Min.M.C.	...	1.50
303 Savg. Short Range ad	...	1.30
30 Newton	...	2.50
30 Springfield 03 Rimless S.P. & M. C.	...	2.25
30 Springfield 06 Rimless S.P. & M. C.	...	2.25
30-220 Win. or Krag S.P.&M.C.	...	2.10
30-220 Win.or Krag S.P.&M.C., Middle Range	...	1.80
303 British S.P.& M.C.	...	1.55
32 Rem.	...	1.55
2 Win. Self Ldg. S.P.& M.C.	...	2.75
32 Win. Spcl. S.P.& M.C.	...	1.55
32-40 Lead	1.20	...
32-40 S.P.& M.C.	...	1.40
32 Hi.Vel.S.P.& M.C.	...	1.55
32-40 Short Range Lead	...	1.20
32-40 Miniature M.C.	...	1.25

5c a box off 100 lots.
10% off 500 lots.

SHELLS LOADED—
MEDIUM GRADE.
BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
3¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs. x ¾ oz., drop shot	1.15
HIGH GRADE SMOKELESS	
12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz.,, chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot	1.35
Trap Loads—	
12 3 drs. x 1¼ oz., 7½ chilled	1.35
3⅛ drs. x 1¼ oz., 7½ chilled	1.40
Black Powder — Loads —	
12 3¼ drs. x 1⅛ oz., drop shot	1.05
Caps and Primers—	
Percussion	.20
Musket Caps	.25
Primers, 100 in box	.35
Primers, 250 in box	.80
Empty Paper Shells—Black pow.—	
12, 16, 20 Ga., per 100	2.00
10 Ga. per 100	2.30
MEDIUM GRADE SMOKELESS—	
12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10
HIGH GRADE SMOKELESS—	
12, 16, 20, 28 Ga.	2.55
10 Ga. per 100	2.65
Empty Brass Shells —	
Best Quality 12, 16, 20, 28; box 25	3.00
2nd Quality 12, 16, 20, 28; box 25	2.30
Wads —	
Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ¼ in., 125 in box	.40
Black Edge, ¼ in., 250 in box	.80

ADZES—UNHANDLED—
Lipped Ship—White, Barton's or Colliers's, 5½ in., $7.25; 6-inch, $7.75.
Plain Ship—Plumb, No. 780, $3.00; Hunt's, $2.75.
Carpenter's—Plumb, Nos. 740, 750, $2.50; Hunt's, $2.25.
Railroad—Plumb, No. 770, $2.70; American, $1.75.

ALUMINUM WARE, CAST—
Griddles—Size 7, $2.65; 8, $3.00; 9, $350; 12, $3.75.
Kettles, Berlin — 2½ qts., $4.50; 4, $5.25; 5, $6.25; 6, $6.50.
Kettles, Maslin—4 qts., $4.00; 6, $4.50; 8, $6.00; 12, $8.25.
Kettles, Tea—Size 6, $5.50; 7, $5.75; 8, $6.25.
Pans, Lipped Sauce—2 qts., $3.65; 3, $4.00; 4, $4.50.
Skillets—Size 6, $2.75; 7, $2.85; 8, $3.15; 9, $3.65.
Spoons, Basting—15-inch, 30 cents.
Spoons, Mixing—13-inch, 30 cents.
Waffle Moulds—Size 7, low, $4.00; 8, low, $4.00; 7, deep, $4.00; 8, deep, $4.50.

ALUMINUM WARE, PRESSED—

Boilers, Rice—	
1½ quart	1.65
3 quart	2.50
Cups—	
Collapsible	.15
Measuring	.20
Covers, Pot—	
8 inch	.20
8½ inch	.20
9½ inch	.25
10½ inch	.35
11½ inch	.40
Kettles, Convex—	
2 quart	1.00
4 quart	1.50
6 quart	1.90
8 quart	2.25
10 quart	2.50
Kettles, Preserving—	
4 quart	1.25
6 quart	1.60
10 quart	2.10
14 quart	2.75
Kettles, Tea—	
5 quart	2.50
6 quart	3.00
8 quart	3.25

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RETAIL SELLING PRICES—Continued.

ALUMINUM WARE, PRESSED—Continued.

Ladles—	
½ pint	.20
Moulds, Jelly—	
2841 to 2848	.10
Pans, Biscuit—	
11⅝ x7⅛x1½ inch	.60
Pans, Bread—	
9¾ x5⅝x2¾ inch	.55
Pans, Cake—	
Round, Plain, 8⅞ in.	.80
Round, Plain, 9⅝ in.	.85
Rd., Loose Bot., 8⅞ in.	.45
Rd., Loose Bot., 9⅝ in.	.50
Square, Plain, 9⅛ in.	.80
Tube, Plain, 9 inch	.80
Tube, Plain, 9⅝ inch	1.10
Mountain, 9⅜ inch	.40
Pans, Corn Cake—	
6-cup	.75
12-cup	1.85
Pans, Dish—	
10 quart	2.10
17 quart	3.00
Pans, Fry—	
9⅞ inc	2.50
10¾ inch	2.75
Pans, Milk—	
6 quart	1.40
Pans, Pie—	
9¾ inch	.40
Pans, Pudding—	
1 quart	.45
2 quart	.60
4 quart	.90
Pans, Convex Sauce—	
1 quart	.65
3 quart	1.25
6 quart	1.85
Pots, Fireless Cooker—	
4 quart	1.35
6 quart	1.60
8 quart	2.00

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.
Sebco, 3-16x½ in., ¾ in., 1 in., $5.00 per hundred list; ¼x½ in., ¾ in., 1 in., $5.60 per hundred net.

ANVILS: Steel Face—20-lb., $6.75; 30-lb., $8.00; 40-lb., $9.50; 50-lb., $11.25. Wrought—Trenton, base, 30c lb.; Hay-Budden, base, 35c lb.
Advances for size on Hay-Budden anvils—20-29 lbs., cwt., $8.00; 30-39 lbs., cwt., $5.00; 40-49 lbs., cwt., $3.00; 50-59 lbs., cwt., $2.00; 60-69 lbs., cwt., $1.00; 70-79 lbs., 50c; 80-425 lbs., base.

ANTIMONY—Slab, 25c lb.

APRONS: Carpenter — 100, 40c each: 24" 8-oz., white, 1 pocket, 101, each, 55c; 24" 8-oz., brown, 3 pockets, 102, each, 65c; 36" 8-oz., brown, 3 pockets, 105, each, $1.00; 48" 10-oz., brown, 7 pockets, 106, each, $1.95; 48" 10-oz., brown, 3 pockets, 16, each, $1.55; 48" 10-oz., closed leg, 7 pockets, 17, each, $2.10.
Lumberman's—36" 10-oz., brown, double front, no pockets, each, $1.05.
Teamster's—48" 10-oz., brown, 1 pocket, each, $1.55.

AUGERS—Greenlee or Snell's—

	⅝"	⅞"	1'	1¼"	1½"	2"
Boring	$1.25	$1.65	$1.85	$2.50	$3.00	$4.00
Carpenter's Nut	1.00	1.35	1.60	2.00	2.75	3.50
Ship, Screw	1.35	1.65	1.85	2.15	2.30	6.10
Ship, no screw	1.60	1.95	2.15	2.55	3.85	7.35

AUGERS—Post Hole—Iwan, 6-inch, $3.00 each; 7-inch, $3.25; 8-inch, $3.25. Vaughan's, 4 to 8-inch, $2.50.

ASBESTOS—
Mill Board, per sheet, cut, 15 cents.
Sheathing, 36-inch roll, Nos. 8 to 60, 15 cents.
Cement, dry, 100-lb. bags, $6.75.

ATHLETIC GOODS—See Sporting Goods.

AXES—
Double Bit, unhandled — 3½, 4¾, 4, $2.25; 4¼, 4½, $2.50.
Single Bit, handled — Warranted, $2.50; second grade, $2.25; common, $2.00.
Fireman's—Hunt's, $3.00.
Boys'—Kelly's Perfect, $1.65; common, $1.50.
Broad: Hunt's — No. 10½, $6.50; No. 11, $6.75; No. 11½, $7.00.
Baker Pattern—6-lb., $6.00; 7-lb., $6.40; 8-lb., $6.75.
Hurd's Western Pattern—7-lb., $5.50; 8-lb., $6.00.
Hunters'—Hunt's No. 000, $1.25; Sayre's No. 50, $1..75; Sheaths, 75c.
Marble's Barton, Canada pattern—5-lb., $9.00; 6 to 7 lbs., $9.55; 7½ to 8 lbs., $10.15.
Marble's Canada pattern—5-lb., $9.25; 6 to 7 lbs., $9.80; 7½ to 8 lbs., $10.35.
Marble's Pocket — No. 2, $3.25; No. 3, $3.50; No. 5, $2.00; No. 6, $2.25.

BAGS—WATER—

Closed Top—		Sanitary Top—	
1-gal.	1.15	1-gal.	1.35
2-gal.	1.35	2-gal.	1.50
3½-gal.	2.10	3½-gal.	2.25
5-gal.	2.65	5-gal.	2.85

BABBITT METAL — XXXX Nickel, lb., 75c; Challenge and Genuine, 60c; Armature, 55c; Copper Hard, 80c; Genuine Liberty Motor, 60c; Magnolia, 50c; Merit (less than 280-lb. lots), 40c; Electric and X, 15c; XX, 12c; XXX, 10c. Frictionless—Pound, 50c.

BARS, CROW—Pinch Point, Wedge or Lining, 18c lb. Claw, 25-lb., 15c lb.; 30-lb., 15c lb. Ripping or Wrecking, ½x12-in., 25c each; ⅝x20-in., 35c; ⅝x24-in., 40c; ¾x24-in., 45c; ¾x30-in., 50c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers.

BELTING: Round Leather, 500-ft. reels—3/16" per foot, 5c; ¼" 10c; 5/16" 15c; ⅜" 20c.

BEVELS — Sliding T: Stanley 25 or Sargent 2B — 6" 65c; 8" 75c; 10" 80c; 12" 90c.
Stanley No. 18 or Sargent 66B: 6" $1.00; 8" $1..10; 10" $1.25.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	⅝-in	¾-in.	1-in.
Plain Rough brass	.80	1.05	1.35	....
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	.90	1.15	1.50	7.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	....

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
8	.40	.75	.45	....	.25
4	.40	.65	.40	1.00	.25
5	.40	.65	.40	....	.25
6	.40	.65	.40	1.00	.30
7	.40	.65	.45	1.00	.30
8	.40	.65	.50	1.00	.35
9	.40	.75	.55	1.10	.35
10	.40	.75	.65	1.25	.40
11	.45	.90	.70	1.35	.45
12	.45	.90	.75	1.50	.45
13	.55	1.00	.80	1.65	.50
14	.55	1.00	.85	1.75	.55
15	.65	1.20	.90	1.85	.60
16	.65	1.20	.90	2.00	.65
17	...	1.50	1.10	....	.70
18	.75	1.50	1.10	....	.75
20	.90	1.80	1.25	....	.80
22	...	2.00	1.50	....	.85
24	...	2.25	1.75	....	1.10

Bitts: Standard Auger, in sets — 8 bitts, 108-18¾ quarters, $4.50; 13 bitts, 113-32½ quarters, $7.05; 13 bitts, 13-32½ quarters, $6.00.
Irwin Auger, in sets—413, box, 32½ quarters, 13 bitts, $9.00; 413C, box, 32½ quarters, 13 bitts, $9.00.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.00; large, $2.75; Steers, small, $3.00; large, $3.75.
Expansive Bit Cutters—Clark's No. 1, 35c; No. 2, 45c: No. 3, 65c; No. 4, 75c. Steers, No. 1, 60c; No. 2, 60c; No. 3, 65c; No. 4, 70c.

BIT HOLDERS—Extension—

Millers Falls, No. 3—			
12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.85
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	...	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	...	...	...	4.75	6.75	10.00
Steel—	**3-in.**	**4-in.**	**5-in.**	**6-in.**	**8-in.**	**10-in.**
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	...	1.65	...	2.25	5.50	8.75
Double Roller Bushed	...	3.30	...	4.10	10.00	15.00
Triple Roller Bushed	...	4.65	...	5.75	14.25	20.00
Snatch, Plain Bushed	...	...	...	4.10	6.00	8.75
Snatch, Roller Bushed	...	...	...	7.00	9.75	15.25

BLOWERS—
Champion Blacksmith — No. 400, $47.25; No. 40, $27.75.
Buffalo—No. 700, $27.90; No. 200,. 12" $40.50; No. 200, 14" $47.25.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, $4.50; No. 2, $4.50.
Stanwell—$2.75.
Without Table (skirt boards)—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foot, $2.00.

BOARDS—(See Washboards).

BOLTS—Common Carriage (Per 100)—

	3/16" and ¼"	5/16"	⅜"	7/16"	½"
1½	$1.00	$1.40	$1.90	$2.80	$3.40
2	1.10	1.50	2.05	2.50	3.40
2½	1.20	1.65	2.25	2.75	3.40
3	1.30	1.75	2.40	2.95	3.70
3½	1.40	1.90	2.55	3.15	4.00
4	1.50	2.00	2.70	3.35	4.30
4½	1.60	2.15	2.85	3.60	4.65
5	1.70	2.25	3.05	3.80	4.90
5½	1.80	2.35	3.20	4.00	5.20
6	1.90	2.50	3.35	4.20	5.50
6½	2.10	2.75	3.70	4.40	5.75
7	2.20	2.90	3.80	4.65	6.00
8	2.35	3.15	4.20	5.00	6.65
9	2.65	3.35	4.50	5.50	7.25
10	2.85	3.60	4.85	5.90	7.80
11	...	...	5.25	6.30	8.40
12	...	...	5.50	6.75	9.00
14	...	...	....	...	10.25
16	...	...	....	...	11.25
18	...	...	....	...	12.50
20	...	...	....	...	13.75

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RETAIL SELLING PRICES—Continued.

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛"	5-32"	3-16"		¼"		5-16"		⅜"	
⅜	.10	.45	.10	.45	...	...	...	...	...	...
½	.10	.45	.10	.45	.10	.60	...	...	...	...
⅝	.10	.45	.10	.45	.10	.60	...	...	...	...
¾	.10	.45	.10	.45	.10	.60	...	...	...	...
⅞	.10	.45	.10	.45	.10	.65	...	...	...	...
1	.10	.45	.10	.45	.10	.65	.15	.95	.20	1.40
1¼	.10	.50	.10	.50	.10	.70	.15	1.00	.20	1.45
1½	.10	.55	.10	.55	.15	.75	.15	1.05	.25	1.55
1¾	.10	.60	.10	.60	.15	.80	.20	1.10	.25	1.60
2	.10	.60	.10	.60	.15	.80	.20	1.15	.25	1.70
2¼	...	...	.10	.65	.15	.85	.25	1.20	.30	1.80
2½	...	...	.10	.65	.15	.90	.25	1.25	.30	1.90
3	...	...	.15	.75	.15	1.00	.25	1.35	.30	2.10
3½	...	...	.15	.85	.20	1.10	.25	1.50	.35	2.30
4	...	...	.15	1.00	.20	1.20	.25	1.65	.40	2.50

BOLTS — Machine, Square Head and Nut — (Per 100):

	¼"	3/16"	⅜"	7/16"	½	⅝"	¾"	⅞"
1½	$1.40	$1.65	$2.00	$2.50	$ 3.25	$ 4.70	$ 7.00	$9.45
2	1.50	1.75	2.15	2.70	3.50	5.10	7.40	10.10
2½	1.60	1.90	2.25	2.90	3.75	5.40	7.95	10.75
3	1.65	1.95	2.40	3.10	4.00	5.75	8.40	11.35
3½	1.70	2.10	2.55	3.25	4.25	6.10	8.90	12.00
4	1.75	2.20	2.65	3.50	4.50	6.40	9.50	12.60
4½	2.00	2.45	3.00	3.60	4.65	6.75	9.90	13.25
5	2.05	2.60	3.15	3.80	4.90	7.10	10.40	13.85
5½	2.10	2.70	3.35	4.00	5.15	7.40	10.90	14.50
6	2.20	2.80	3.50	4.15	5.35	7.75	11.40	15.25
6½	2.25	2.90	3.60	4.35	5.60	8.10	12.00	15.85
7	2.35	3.00	3.75	4.50	5.85	8.50	12.40	16.50
8	2.50	3.25	4.05	4.85	6.30	9.10	13.35	17.65
9	2.60	3.40	4.35	5.25	6.75	9.75	14.40	18.90
10	2.75	3.65	4.60	5.60	7.20	10.50	15.30	20.25
11	2.90	3.90	4.90	5.95	7.75	11.25	16.30	21.50
12	3.05	4.10	5.20	6.30	8.15	12.00	17.35	22.75
13	....	....	....	....	8.65	12.75	18.35	24.00
14	....	....	....	....	9.25	13.25	19.35	25.25
15	....	....	....	....	9.55	14.00	20.35	26.50
16	....	....	....	....	10.00	14.65	21.35	27.75
17	....	....	....	....	10.50	15.30	22.35	29.00
18	....	....	....	....	11.00	16.00	23.25	30.25
19	....	....	....	....	11.50	16.65	24.25	31.50
20	....	....	....	....	12.00	17.35	25.25	32.75
21	....	....	....	....	12.50	18.00	26.25	34.00
22	....	....	....	....	13.00	18.70	27.25	35.25
23	....	....	....	....	13.50	19.40	28.25	36.50
24	....	....	....	....	14.00	20.00	29.25	37.75
25	....	....	....	....	14.50	20.75	30.25	39.00
26	....	....	....	....	14.75	21.50	31.25	40.25
27	....	....	....	....	15.25	22.10	32.25	41.50
28	....	....	....	....	15.75	22.80	33.25	42.75
29	....	....	....	....	16.25	23.50	34.25	44.00
30	....	....	....	....	16.75	24.75	35.25	45.25

BOLTS—Barrel—

Cast Iron, Japanned—

4-inch	.20
5-inch	.20
6-inch	.25
8-inch	.40

Light Wrought Steel, Jap.—

2½-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—

6-inch	.40
8-inch	.50
10-inch	.75

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—

3-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—

3-inch	.35
4-inch	.40
6-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.40
8-inch	.50
10-inch	.60

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes— ... .

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.80
10-inch	1.85

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	2.75
6Q	3.75
11	1.50
11Q	2.50
14	1.75
14Q	2.75
14½	1.50
15	2.50
15Q	3.50
15½	2.25

Universal—

21	1.50
22	2.50
71	1.75
72	2.75
81	2.75
82	3.75
91	2.50
92	3.50
592	4.25

Ferrostat—

504R	10.00
505N	15.00
505L	16.00

FILLERS—Thermos and Universal—

½ pint	1.00
1 Pint	1.00
1 Quart	1.50

LUNCH KITS —

Thermos —

392 and 396	2.75
398 and 397	3.00
394 and 398	4.00

Universal—

810	3.00

BOXES—Miter—

Goodell—

1285 26x4	27.75
1305 25x5	30.75
1306 30x5	33.00

Stanley—

50½	11.50
246	24.50
358	29.00
460	35.00

Acme—

72	22.50
78	21.50
74	26.00
320	3.50
410	3.25
510	3.50

Thermos—Food Jars. Fillers.

600	3.00	1.25
601	3.50	1.50
602	4.50	2.00

Thermos—Jugs. Fillers.

556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75
75	24.00

Langdon—

25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—

20	4.50

BRACES—

P. S. & W., No. 7008, $4.75; each; No. 7010, $5.00; 7012, $5.25; 8010B, $6.00; 8012B, $6.25; 8014B, $6.50.

Stanley, No. 921—8-inch, $5.00 each; 10-inch, $5.25; 12-inch, $5.50; 14-inch, $5.75. No. 945—8-inch, $2.75; 10-inch, $2.85, 12-inch, $3.00. No. 965—8-inch, $2.15; 10-inch, $2.25. No. 966—8-inch, $1.15; 10-inch, $1.25.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.55
4x 5	.20	4x 5	.60
5x 7	.30	5x 7	.70
6x 8	.35	6x 8	.85
7x 9	.40	7x 9	.95
8x10	.45	8x10	.95
10x12	.60	10x12	1.15
12x14	.85	12x14	...

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
¼ and ⅝-inch	.35	.20	.15
⅝ to 1½-inch	.25	.15	.10
1¼ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 45c; Half Hard, 50c; Sign, 50c; Spring, 75c.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.50 each; No. 44, $3.25 each.

Cake Maker, No. 1, $3.50; No. 2, $4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 15c each; 218, 20c; 220, 25c; 1102, 30c; 1103, 35c; 1104, 40c; 1105, 45c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 70c each; No. 2, $1.25; 3, $1.00.

Mill—Steel Band, 90c.

Push or Street—Bassine, with Handles—14-inch, $1.15 each; 16-inch, $1.35; 18-inch, $1.50; 24-inch, $2.00; 30-inch, $2.65. Rattan, with Handles—16x8 inches, $1.10; 16x10, $1.25. Wire, no Handles—12x5, $1.10; 14x5, $1.25; Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BRUSHES—

Casting—

No.	Each.
2	.60
3	.65
5½	.60
7	.75
10	.75
15	.90

Counter or Dusting—

15	1.00
17	1.25
20	1.25
7	2.50

Floor or Garage—

12	1.35
14	1.50
16	1.65
112	1.75
114	1.85
116	2.10
216	2.00
218	2.25
220	2.50
224	3.00
312	1.50
314	1.75
316	1.85
614	5.00
616	5.75
618	6.25

Hand or Nail—

Daisy	.10
Windsor	.15

Horse—

Collie	.80
Hound	.65
Mastiff	.75
Pointer	.65
Shoo Fly	.70
72	.40
73	.60
73-P	.50
800	.85

Kalsomine—

240	6.75
310	3.00

Marking—

1	.10
2	.10
3	.10
4	.15
5	.15
6	.15

Paint—

151—2½	.35
3	.50
3½	.65

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RETAIL SELLING PRICES—Continued.

BRUSHES—Paint—Continued—

4	.80
155—3	.70
3½	.85
4	1.10
4½	1.65
159—2½	.70
3	.80
3½	1.10
4	1.50
165—3	1.35
3½	1.85
4	2.25
4½	3.25
228—3½	2.50
4	3.25
4½	4.50

Roofing—

401	2.25
404	2.65

Sash—

20—2	.20
4	.25
6	.35
8	.45

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.35	...	.70	...	...
3-inch	.50	.70	.80	1.35	...
3½-inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½-inch	...	1.65	....	3.25	5.75

Roofing—Knotted—

3 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65

Sash—Chisel Point—

⅛x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.35
1x2¼-in.	.45

Scrub—

Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.30
Ox Fibre, 10"	.35
Ox Fibre, 12"	.40
White Tampico, 8"	.20
White Tampico, 11"	.30
White Tampico, 12"	.40

Shoe—

Dauber, wood	.20
Dauber, iron	.25
Brush only, ⅞-in.	.35
Brush only, 1¼-in.	.75
Combination	.30
Extra bristles	.50
Best 1¼-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shelving—Rubber—Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1⅛-in., 2½-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

Window—

Gray fibre	.90
Black horsehair	.80
Pope's Eye	1.25
Squeeges, 10-in.	.25
Squeeges, 12-in.	.30
Squeeges, 14-in.	.35
Squeeges, 16-in.	.40

BUCKETS—(See Galv. Ware).

BURNERS: Lamp—1 or A, 15c; 2 or B, 20c; 3C, 30c.
Lantern—0 Hot Blast, 15c; 2 Cold Blast, 25c.
Rubbish — 1-20" steel, $8.25; 2-26" steel, $10.75; 3-30" steel, $13.00; 10 wire, $1.75; 11 wire, $2.10; 12 wire, $2.50; 13 wire, $3.00; 14 wire, $3.50.

BUTTS—(See Hinges)

CANTEENS: Boyco and Bear Brand, Covered—2 qts., $1.15; 3 qts., $1.25; 4 qts, $1.35; 6 qts $1.65; 8 qts., $2.00; 10 qts., $2.25.
Khaki Covered—2 qts., $1.10; 3 qts., $1.25; 4 qts., $1.35; 6 qts., $1.50; 8 qts., $1.85.
Government Covered—222, $1.35.
Lincoln Auto (Auto Can), Covered—No. 100, $1.75; No. 200, $2.00; No. 300, $2.10.
American or Boy Scout—Covered, with straps, No. 325, $1.10.
Canteen Straps—No. 301, 20c.
Boyco Service Units — Noo. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼x4½	2.90	3.65
2½x4½	3.00	3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.50.

CARRIERS: Hudson Hay—No. 29 $20.50; No. 50, $11.50; No. 62, $16.25; No. 77, $10.75.
Hunt, Helm & Ferris — 493, $20.25; 502, $15.75; 503, $12.00; 481, $25.00.

CATCHERS, GRASS—No. 1, $1.00 each; 2, $1.15; 10, $1.15; 20, $1.25; 1000A, $1.50. No. 1, Perfex, $1.75; No. 2, Perfex, $2.00. No. 5G, Easy-Em., $2.00; 10G, Easy-Em., $2.25; 12G, Easy-Em., $2.50; 50, Easy-Em., $1.75.

CHAINS—Tire—

Size.	Pair.	Size.	Pair.
Tire—Weeds		4½x33	7.25
3 x30	4.50	4½x34	7.50
3½x30	5.00	4½x35	8.00
3½x32	5.50	4½x36	8.00
4 x31	6.00	4½x37	8.75
4 x32	6.00	5 x35	9.00
4 x33	6.50	5 x36	9.00
4 x34	7.00	5 x37	9.75
4 x35	7.50	5½x36	12.00
4 x36	7.50	5½x37	13.00
4½x32	7.00	5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—Yankee, Straight Link (Coil)—4-0, 10c ft.; 3-0 10c; 2-0, 9c; 0, 8½c; 1, 8c.
Norway Straight Link (Coil)—½, 35c lb.; ⅝, 35c; ¾, 30c.
Passing Link (Coil)—4-0, 18c ft.; 3-0, 11c; 2-0, 10c; 1-0, 9c.
Proof Straight Link (Coil)—3-16 Black, 22c lb.; ¼, 20c; 5-16, 18c; ⅜, 17c; 7-16, 15c; ½, 15c; ⅝, 15c; ¾, 15c ⅞, 15c.
Proof Twisted Link (Coil)—¼ Black, 20c lb.; 5-16, 20c; ⅜, 15c.
B. B. Proof Straight Link, A (Coil)—5-16, 20c lb.; ⅜, 20c; ½, 20c; ⅝, 20c; ¾, 20c; ⅞, 20c; 1, 20c.
Twisted Machine Coppered (Coil)—3-0, 15c ft.; 2-0, 15c.
Jack—Iron—16, 10c yard; 14, 10c; 12, 10c; 10, 10c; 8, 15c. Brass—120, 10c yard; 118, 10c; 116, 10c; 114, 20c; 118, 20c; 112, 20c; 110, 35c.
Safety Brass—00, 15c yard; 0, 15c; 1, 15c; 2, 20c; 3, 25c.
Sash—0, Copper Plated, 4¼c ft.; 1, Copper Plated, 5c; 2, Copper Plated, 5c; 4X, Sherardized, 15c; 10, Cable, 20c.
Sash Chain Fasteners—Phoenix, 20c set; 10, 60c.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks — 120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150, 15c; 250, 15c; 350, 15c.

CHESTS, TOOL — A, Leather Covered, $26.50; AA, Leather Covered, $30.25; B, Quartered Oak, $24.25; BB, Quartered Oak, $26.50; BBB, Quartered Oak, $32.00; D, Quartered Oak, $16.25; DD, Quartered Oak, $17.75; DD, Leather Covered, $19.00; DDD, Leather Covered, $20.25; DDD, Quartered Oak, $20.00; E, Quartered Oak, $24.25; EE, Quartered Oak, $28.50; F, Quartered Oak, $20.00; F, Leather Covered, $20.25; FF, Leather Covered, $23.75; FF, Quartered Oak, $22.25; G, Plain Oak, $14.00; GG, Plain Oak, $15.50.

CHECKS, DOOR: Corbin — No. 1, each, $6.35; 2, $9.75; 3, $11.50; 4, $14.00; 5, $18.50.
Norton—A, Each, $6.25; B, $8.00; C, $9.75; D, $11.50; E, $15.50; CH, $11.00; DH, $13.00.
Dime — No. 10, each, 15c; Norton, 44, $2.50; No-Slam, 100, 35c.
Rixon—A, each, $8.00; B, $9.25; C, $11.00; D, $14.50.
Sargent—No. 20, each, $4.00.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	3.00	0	1.50
10	4.75	1	1.85
12	4.25	2	2.25
22	7.75	3	3.00
32	9.75	304	6.50

Russwin

0 R	2.00
1 R	2.50
2 R	2.75
3 R	3.75
501	2.25
502	2.75
703	3.50

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2 ½"	Pocket Bev. Edge ¾"	Pocket Bev. Edge 1"	Inside or Outside Bevel 1¼"	Inside or Outside Bevel 1½"	Inside or Outside Bevel 2"
Buck Bros. Socket Firmer		1.30	1.40	1.65	1.85	2.00	2.50
Buck Bros. Tanged Firmer		.95	1.05	1.15	1.35	1.50	2.15
Buck Bros. Socket Butt		...	...	...	1.50	1.60	2.10
Buck Bros. Tanged Turning		.80	.90	1.10	1.35	1.65	2.35
Everlasting, Pocket		1.30	1.40	1.50	1.70	1.85	2.25
Witherby's Butts		...	...	1.00	1.10	1.25	1.75
Witherby's Corner		3.75	3.75	4.25	...	...	...
Witherby's Socket Firmer(P)		.70	.80	.90	1.00	1.10	1.25
Witherby's Socket Firmer(B)		.85	.95	1.15	1.20	1.25	1.50
Witherby's Socket Framing		1.15	1.30	1.40	1.55	1.65	2.10
Witherby's Pocket		.80	.90	1.10	1.15	1.25	1.40
Cap		.65	...	...	...	...	...
Diamond Point		...	...	...	...	...	...
Regular or Common Taper		.20	.35	.70	...	...	...
Extra Quality Polished Point		.35	.65	1.10	...	...	...

CHURNS—Barrel—No. 0, $10.00 each; 1, $11.25; 2, $12.75; 3, $14.25.
Improved Cylinder—No. 1, $5.50; 2, $6.50.
Glass Family, Universal—No. 15, $2.75 each; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c; 20, 90c; 30, $1.20; 40, $1.50.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25 Dash and Handle—25c extra.

CLAMPS — Carpenters' — StearnsNo. 212, $6.00 pair; 213, $6.65; 214, $7.00; 215, $8.25; 216, $15.00; 218, $17.75.
Carriage Makers'—No. 12, Plain, 35c each; 13, 40c; 14, 50c; 15, 70c; 16, 90c; 18, $1.25; 20, $1.75; 22, $2.15.
Quilt Frame—No. 1, 10c each; 8, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—Rubber — 10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.
Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND —
Cedar Sweep—1½-lb. carton, 20c; 4¼-lb. carton, 60c; 33-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.
Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.
Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.
Cedar Mist—1 gal., $3.50; 5 gals., $12.50.
Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ in., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1½-in., 60c

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RETAIL SELLING PRICES—Continued.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	3.75	No. 0	2.25
No. 1	5.00	No. 1	2.75
No. 2	7.00	No. 2	3.75
No. 3	8.75	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS, ALARM—Westclox—American, $1.50 each; Bluebird, $1.75; Lookout, $1.75; Sleepmeter, $2.00; Bunkie, $2.75; Ironclad, $2.25; Jack-O'Lantern, $3.00; Bingo, $3.25. Circle, $3.25; Flash, $3.25; Gale, $4.50; Ideal, $3.00; Indian, $1.75; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH — Emery, Nos. 00 to 2½, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.63	.72
¾-inch	.28	.35	.42	.49	.56
⅝-inch	.28	.35	.42	.49	.56
2-inch	.20	.25	.30	.35	.40
2½-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	.30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c; 14M Opal, 5c per sq. ft.

COCKS—

No.		Each	No.		Each
Ball—	½-inch...	1.25	Gas Hose—	⅜-inch...	.30
	⅝-inch...	1.50		½-inch...	.35
	¾-inch...	1.75		¾-inch...	.50
	1-inch...	3.00			

Service, Standard—Square or Flat Head—

	¼"	¾"	½"	¾"	1"	1¼"	1½"	2"
Each	.45	.50	.55	.60	1.00	1.50	2.10	3.75

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $17.00 each; No. 30, $28.25; 35, $19.75; 50, $30.00; 55, $32.00; 60, $35.00; 70, $48.50.
Legs—Set, $3.50.
Soapstone Discs—Each, $1.75.

COOLERS, WATER—Galvanized Lined—02, $4.75 each; 03, $5.50; 04, $6.75; 06, $7.75; 08, $9.75; 010, $12.00.

COPPER—Sheet, 50c lb.; Bars, round, 40c lb.; Tubing, 47c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles		6 pints	1.85
8½ inch	2.00	Tea Pots.	
9½ inch	2.25	2 pints	1.25
10½ inch	2.35	3 pints	1.35
Coffee Pots.		4 pints	1.50
3 pints	1.35	Wash Boilers.	
4 pints	1.60	348	6.75
5 pints	1.75	349	7.50

COPPERS, SOLDERING—Family—
1, per set 1.50
2, per set 1.35
Tinners—
½ pound, per pair ..... .25
1 pound, per pair ..... .30
1½ pound, per pair ..... .35
2 pound, per pair ..... .45
3 to 14 pounds ..... .45

CORD—Sash, Common—Per hank: No. 6, $1.10; 7, $1.40; 8, $1.65; 10, $2.75; 12, $3.25.
Samson Spot and Silver Lake—Per hank: No. 6, $1.75; 7, $2.35; 8, $2.85; 10, $4.75; 12, $5.75.
Wire, Galvanized—Per foot: 1/16", 2½c; 3/32", 3c; ⅛", 3½c; 3/16", 4½c; 7/32", 5c; ¼", 6c.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c: Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $2.00; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.25 each; 2, $4.25; 3, $7.00; 4, $14.00; 5, $20.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.50.
Trimo—No. 1, $3.50; No. 2, $4.75; No. 3 $8.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, Nos. 35 and 50—6-inch, 65c; 7-inch, 75c; 8-inch, 80c; 10-inch, $1.10; 12-inch, $1.35; 14-inch, $3.50.
Wing Ext. No. 1 — 6-inch, $1.15; 7-inch, $1.25; 8-inch, $1.35.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	1.20	10x12	1.70
8x10	1.30	12x15	3.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS, SCREEN—

No.	2-6x6-6	2-8x6-8	2-10x6-10	3x7
241, Common, ⅞-in. thick	2.20	2.30	2.45	2.55
296, Painted black, 1⅛	2.45	2.55	2.70	2.85
311, Varnished, 1⅛	3.40	3.55	3.70	3.85
381, Varnished, 1⅛	3.60	3.75	3.90	4.00
315G, Var., 1⅛, Gal. Cl.	4.15	4.30	4.50	4.75

DRILLS—

Goodell-Pratt Bench Drills— No.	Each.	No	Each
8	7.50	279	13.25
8½	9.50	Millers Falls Breast Drills—	
9½	14.00	12	6.25
10½	24.00	13	7.75
490½	20.00	87	12.00
1003	16.50	97	12.75
1005	26.50	99	6.75
11	22.00	112	8.75
Goodell-Pratt Breast Drills—		212	4.50
6	5.85	245	5.00
07	5.50		
Drill Presses—Millers Falls			
20	11.00	28	7.50
21	15.00	210	15.00
22	5.00		
Hand Drills—Millers Falls			
1	3.50	105	3.75
2	5.00	303	3.00
3	3.50	306	5.50
5	3.75	343	4.00
98	5.75	980	5.75
		1980	5.75
Chain Drills—Goodell-Pratt			
307	4.50	318	7.00
316	4.50	1500	6.30
317	5.50		
Yankee Automatic			
41	2.50	44	3.25
42	2.00	40	3.00

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points
Set of 8, $7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Sqr. Tpr. Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1/16	.15	....	....	....	.10	....
⅛	.20	.30	.30	....	.15	.30
3/16	.25	.30	.40	....	.15	.30
¼	.30	.40	.45	.90	.20	.40
5/16	.40	.45	.50	1.00	.25	.45
⅜	.45	.50	.60	1.10	.30	.50
7/16	.55	.60	.65	1.15	.45	.60
½	.70	.75	.70	1.20	.60	.75
9/16	.80	.85	.75	1.25	...	.85
⅝	.90	1.00	.80	1.30	...	1.00
11/16	1.10	1.10	.90	1.35	...	1.10
¾	1.25	1.20	1.05	1.40	...	1.20
⅞	1.50	1.60	1.30	1.85	...	1.60
1	1.85	2.10	1.50	2.30	...	2.10
1⅛	....	....	....	2.75	...	2.70
1¼	....	....	....	3.25	...	3.30
1⅜	....	....	....	3.75	...	3.90
1½	....	....	....	4.25	...	5.10

Sebco Four Point Star, Brick and Concrete—

	¼	⅜	½	¾	1	1¼	1½	2
12-inch	.40	.40	.45	.65	.85	1.30	2.25	4.50
18-inch	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch	.65	.65	.70	1.00	1.20	1.75	2.80	5.25

ELECTRICAL APPLIANCES—

Universal Goods—		Pads, Heating—	
Dishes, Chafing—		E9940	10.00
E940	18.00	Percolators—	
E9850	16.00	E9435	13.50
Grills—		E9437	15.00
E982	11.50	E9439	16.50
E984	12.50	E9635	11.75
Heaters, Immersion —		E9637	13.00
E970	5.25	E9039	14.50
Irons, Curling—		E9646	17.50
E9901	6.25	E9649	19.50
E99011	6.75	E9676	10.00
Irons, Pressing—		Ranges, Table—	
E901	7.50	E9841	22.00
E902	6.75	Stoves—	
E905	6.75	E998	9.00
E9023	6.25	E997	9.00
E9035	6.75	E9960	8.00
E9051	8.00		

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RETAIL SELLING PRICES—Continued.

EL AN GE OR ROYAL ENAMEL WARE

Biggins, Coffee
0 ..... .80
00 ..... 1.00
020 ..... 1.25
030 ..... 1.45

Boilers, Coffee
60 ..... 1.15
80 ..... 1.50
100 ..... 2.50

Boilers, Rice
14 ..... 1.00
18 ..... 1.25
22 ..... 1.65
26 ..... 2.25

Bowls, Wash
26 ..... .35
30 ..... .45
34 ..... .60

Buckets, Covered
21 ..... .40
23 ..... .60
26 ..... .90
28 ..... 1.15
32 ..... 1.75
150 ..... .50
350 ..... .70
450 ..... .80
650 ..... 1.00
850 ..... 1.45
1050 ..... 1.65
1250 ..... 1.95

Buckets, Dinner
110 ..... 2.00
112 ..... 2.35
118 ..... 2.75
502 ..... 1.65
508 ..... 1.85

Chambers
1 ..... .50
2 ..... .75
3 ..... 1.00

Chamber Covers
10 ..... .25
20 ..... .35
30 ..... .40

Colanders
1 ..... .65
3 ..... .95
104 ..... .50
306 ..... .70

Cups
3 Mug) .... .35
6 ..... .35
8 ..... .20
9, 10, 11, 25.. .25
40 ..... .35

Cups and Saucers
300 ..... .45
300S ..... .25

Cuspidors
10 ..... .45
30 ..... .70
300 ..... 1.25

Dippers, Cup
10 ..... .35

Dippers, Windsor
110 ..... .35

Dippers, Suds
4 ..... .70

Dishes, Soap
50, 60 ..... .30

Fillers, Fruit Jar
20 ..... .25

Flasks, Coffee
10 ..... .50

Funnels, Pieced
01 ..... .25
03 ..... .35
05 ..... .45
06 ..... .60

Kettles, Convex
03 ..... .65
05 ..... .85
08 ..... 1.15
010 ..... 1.40
014 ..... 2.00
020 ..... 2.75

Kettles, Lipped Preserving
14 ..... .45
18 ..... .55
22 ..... .70
26 ..... .85
30 ..... 1.15
36 ..... 1.65
40 ..... 2.50
50 ..... 3.75

Kettles, Milk
71 ..... .70
73 ..... 1.00
74 ..... 1.20

Kettles, Tea
30 ..... .85
50 ..... 1.00
70 ..... 1.25
90 ..... 1.75
100 ..... 2.00
160 ..... 1.25
180 ..... .95
190 ..... 2.25

Ladles, Deep
100 ..... .25
120 ..... .30
111 ..... .30

Measures
02 ..... .30
04 ..... .50
06 ..... .95
11 Graduated. .65

Pails, Chamber
2 ..... 1.50
40 ..... 2.00

Pails, Water
110 ..... 1.15
114 ..... 1.60

Pans, Bed
1 ..... 2.80

Pans, Douche
2 ..... 2.40

Pans, Bread
11 ..... .40
18 ..... .55

Pans, Cake
9 ..... .35
10, 69, 70.... .40
200 ..... .45

Pans, Corn Cake
706 ..... .60
709 ..... .80
712 ..... 1.05

Pans, Muffin
406 ..... .60
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
150 ..... .40
300 ..... .50
500 ..... .60
800 ..... .80
1000 ..... .90

Pans, Dish
15 ..... 1.35
80 ..... 1.10
140 ..... 1.50
210 ..... 2.00
300 ..... 2.90
400 ..... 4.40

Pans, Rinsing
08 ..... .85
014 ..... 1.10
017 ..... 1.25

Pans, Lipped Fry
30 ..... .30
32 ..... .40
34 ..... .50
36 ..... .70

Pans, Milk
0 ..... .25
11 ..... .30
20 ..... .40
40 ..... .50
60 ..... .70
100 ..... .90
120 ..... 1.00

Pans, Convex Sauce
02 ..... .55
04 ..... .75
06 ..... .95
010 ..... 1.35
012 ..... 1.65

Pans, Combination Sauce
1D 1.85
10T 2.85

Pans, Lipped Sauce
10 ..... .30
14 ..... .35
18 ..... .45
24 ..... .60
28 ..... .75

Pans, Straight Sauce
250 ..... .80
450 ..... 1.05
650 ..... 1.30
850 ..... 1.40

Pans, Stew
3 ..... .40
5 ..... .50
6 ..... .65

Pans, Oblong Stove
04 ..... .40
100 ..... .45
300 ..... .65
350 ..... .85
450 ..... 1.10
550 ..... 1.40

Pans, Square Stove
110 ..... .80
112 ..... .95
114 ..... 1.25
116 ..... 1.60
120 ..... 1.85

Pitchers, Molasses
601 ..... .60

Pitchers, Water
2 ..... 1.20
4 ..... 1.55
5 ..... 1.20
10 ..... 1.35

Plates, Deep Pie
39 ..... .25
40 ..... .30

Plates, Shallow Pie
27 ..... .25
30 ..... .40

Plates, Dinner
20 ..... .25

Pots, Fireless Cooker
1450 ..... 1.90
1850 ..... 2.75

Pots, Coffee
2½ ..... .50
5 ..... .60
25 ..... .75
45 ..... .95

Pots, Tea
00 ..... .50
0 ..... .65
20 ..... .80
011 ..... .60
101 ..... .90
102 ..... 1.00

Pots, Straight Sauce
018 ..... .95
022 ..... 1.25
026 ..... 1.85
030 ..... 2.85

Pots, Soup Stock
318 ..... 9.75
336 ..... 13.75
218 ..... 7.50
236 ..... 11.25

Roasters
150 ..... 2.90
180 ..... 3.50

Skimmers, Flat
12 ..... .35

Spoons, Basting
10 ..... .20
14 ..... .25
18 ..... .35

Steamers
7 ..... 1.50
8 ..... 1.75

Steepers, Tea
3 ..... .70

Tubs, Oval Foot
0 ..... 1.50
2 ..... 2.00
4 ..... 3.25

Turners, Cake
14 ..... .25

ELECTRICAL APPLIANCES—Continued.

Toasters—
E945 ..... 7.50
E946 ..... 6.75

Urns, Coffee—
E916 ..... 17.00
E919 ..... 18.50
E9186 ..... 15.00
E9146 ..... 19.50
E9149 ..... 21.50
E9166 ..... 22.50
E9169 ..... 25.00
E9176 ..... 16.00
E9179 ..... 17.50
E9166044 ..... 42.25
E9169044 ..... 44.75

Vacuum Cleaners—
E701 ..... 39.50
Attachments 10.50

Hot Point Goods—
Chafing Dishes—No. 20501, $10.00 each; 20502, $19.00; 20503, $22.50.
Grills—116G1, $11.50 each; 136G1, $13.50; 20101, $10.50.
Heaters, Air—No. 30403, $11.00 each; 30404, $18.00; 30603, $32.50; 30604, $44.00; 116A4 (Hedlite), $11.00.
Heaters, Immersion—No. 118W16 (50201), $5.25 each; 115W16 (50202), $6.25; 115W17 (50203), $7.25.
Irons, Curling—No. 112L5, $7.25 each; 112L6, $6.50.
Irons, Pressing—No. 1118F12 (11103), $7.95 each; 118F22 (11203), 3 lb., $6.25; 115F5 (11205), 5 lb., $6.95; 115F17 (11206), 6 lb., $6.95; 11307, $8.75; 11308, $9.25; 11310, $11.00; 11312, $15.50; 11315, $17.00.
Pads, Heating—No. 114Q3 (50142), $9.00; 114Q4, (50151) $10.25.
Ovens—No. 40701, $6.50; 40201, $25.00.
Percolators—No. 20611, $10.00; 20620, $12.00; 20621, $13.00; 20622, $17.50; 20650, $18.00; 114P18 (20651), $23.00; 114P17 (2652), $25.00.
Stoves—No. 116D1, $10.00; 136D1, $11.50; 20301, $7.00; 20302, $7.25; 40101, $7.50; 40102, $9.25; 40103, $13.00; 40104, $15.00; 40105, $17.50.
Toasters—114T5, $6.75; 115T1, $8.50.
Vacuum Cleaners—122V2, $45.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

Anylites 1.35

Ammeters—
Ever Ready 1.25
Readrite 1.00
Volt 1.15

Bells, Door—
2½-inch ..... .85
3-inch 1.00
Buzzers ..... .85
Chain, Fixture ..... .25
Cleats, Porcelain ..... .05

Cord—

	Ft.
Heater No. 16.....	.12½
No. 18	.10
Lamp No. 18, G. & Y..	.04
No. 18, Par Silk....	.07½
No. 20, Par Silk....	.06
No. 18, Tw. Silk....	.07
No. 20 Tw. Silk....	.05
1-64 Single Fixture.	.08
No. 18 Reinforced..	.10

Fans—
Menominee, 500-9-in...12.00
Robbins-Meyers—
8-inch non-osc.....12.50
9-in. non-osc., 3 sp..19.50
9-in. osc., 3-speed...24.50
12-in. non-osc., 3-sp..29.00
12-in. osc., 3-speed...37.00

Fuses—	Each.
Plug, 6 to 30 amp....	.12½
Knobs—	Each.
Porcelain, 5½ Solid..	.03½
Nailit, 5½ Split.....	.05

Lamps—
Nilco-Mazda type .....List
Mazda Auto .....List
Hylo Tungsten 1.00
Hylo Carbon ..... .75

Lamp Guards —
No. 1425 Loxon..... .45
No. 107 Neverbreak... .35
No. 44 Portable..... 2.25
No. 48, Portable..... 2.75

Loom—	Ft.
"DuradUct" 7-32 in...	.06
¼-inch	.08

Plates, Switch—	Each
Single gang	.25
Two gang	.50
Receptacle	.60

Plugs—	Each
Benjamin 2-way	1.35
Benjamin 3-way	1.75
Twinlite 2-way	1.20
Attachment —	Each
903 Benjamin	.30
2500 Chelton	.40
4 Mueller	.20
Fitzall w-o spring....	.65
Fitzall spring	.75
Push Buttons—	Each
Wood	.20
Dull Brass	.25
Pearl Button	.50
White Button	.45
Receptacles—	Each
Flush	.45
Arrow E	.60
Cleat	.25

Rosettes—
Concealed, 2-pc. ..... .30
Cleat, 2-pc. ..... .30
Cleat, 1-pc. ..... .20

Shades—
Tin Flat, 8-inch..... .25
Tin Flat, 10-inch..... .35
Cone, 8-inch ..... .40
Cone, 10-inch ..... .45

Shade Holders—
2¼-inch Acme ..... .10
2¼-inch Uno ..... .20

Sockets, Key—
Freeman DB ..... .30
Arrow E DB ..... .30
Freeman Nic. ..... .60
Arrow E Nic. ..... .65

Sockets, Pull Chain—
Freeman DB ..... .60
Arrow E DB ..... .65
Arrow E. Nic. ..... .75
Levolier DB ..... .65

Sockets, Keyless—
Freeman DB ..... .30
Arrow E DB ..... .30

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RETAIL SELLING PRICES—Continued.

ELECTRICAL SUNDRIES—Continued.

Staples—	Pkg.
Insulated, ¾-inch	.30
Switches—	**Each**
Snap	.40
Push	.40
Battery S. F. S. T.	.40
Battery S. P. D. T.	.60
Battery D. P. S. T.	.65
Battery D. P. D. T.	.90
Tape—	Lb.
Friction, 1 oz. to 1 lb.	.80
Rubber, ¼ lb. to 1 lb.	.80
Tubes—	Each
Porcelain, 5-16x3-in.	.02

Transformers—	Each
Arrow	1.75
Jefferson Jr.	1.75
Wire, Rubber Covered—	**Ft.**
No. 10	.02½
No. 12	.02
No. 14	.01½
Weather-proof—	**Lb.**
No. 10	.40
No. 12	.40
No. 14	.25
Bell Wire—	**Ft.**
No. 18, Single	.03½

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, steel, all numbers 20c; bronze, 40c.

SASH—Bronze: No. 257, 40c; No. 382, 50c; No. 815, 40c; No. 1831½, 85c.
Steel or cast iron: No. P668, 10c; Nos. 800, 254, 15c; Nos. 334, 500, 20c; No. 324, 25c.

FAUCETS—Cork Lined—
7-inch, each ..... .15
8-inch, each ..... .20
9-inch, each ..... .25

FENCE, POULTRY—10-rod rolls:

	24"	36"	48"	60"	72"
Banner	4.75	6.00	7.00	8.25	9.50
Blue Ribbon	5.00	6.25	7.50	8.75	9.75
Ideal	3.75	4.85	6.50	8.00	9.75
Union Lock	4.00	4.50	5.75	6.75	7.25

FIBRE WARE—Keelers—No. 2, $3.00 each; No. 3, $2.50.
Measures—1-qt., $1.75; 2-qt., $2.25.
Spittoons—No. 2, $1.75; No. 3, $1.50.
Tubs—No. 1, $6.25; No. 2, $5.50; No. 3, $5.25.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.25	.25	⅛ inch	3.50	.20
3-16 inch	1.50	.30	3-16 inch	4.50	.25
¼ inch	2.00	.35	¼ inch	5.75	.30
5-16 inch	2.25	.40	5-16 inch	6.75	.30
⅜ inch	2.75	.50			
½ inch	4.50	.75			

FILES—

Length, inches—	3-3½	4	4½	5	5½	6	8	10
Band Saw, Slim	...	.15	...	.20	...	.25	.30	.40
Knife, Bastard	...	.30	...	.35	...	.40	.45	.55
Regular Taper	.15	.15	.15	.20	.20	.20	.30	.45
Slim Taper	.15	.15	.15	.15	.20	.20	.25	.40
Warding, Bastard	...	.25	...	.25	...	.30	.35	...
Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard	.20	.20	.20	.25	.30	.40	.60	.80
Square Bastard	.20	.25	.25	.30	.40	.55	.75	1.00

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2631, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites							
Tubular Nos.	5220	5221	5228	5229	5231	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Blb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Blb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	$1.00	$1.25	$1.25	$1.35	$1.50	$1.65	$1.90
Case & Blb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50
Watch Ch. Nos.	6239	6239B	Watch Chain Bat'y No. 1204				
Complete, each	$1.00	$1.10	Battery only, each				$ .25
Case & Blb., ea.	.75	.85					

Battery only—

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.35; 2½-in., $1.65; 3-in., $2.25; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.95; No. 151 Chicago, $17.65. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $7.50; 95 double harpoon, $4.65; 96 double harpoon, $9.50; 87 double harpoon, $5.50; 98 double harpoon, $9.50. Grapple, No. 99 (4 tines), $17.50; No. 100 (6 tines), $20.00. Jackson Patterns, 4 ft., $22.50; 4½ ft., $24.00; 5 ft., $28.00.

FREEZERS—Arctic—

1	3.20	3	5.40
2	3.75	4	6.60
3	4.50	6	8.40
4	5.50	8	10.75
6	7.00	10	14.50
8	8.60	12	17.25
Toy	2.75	15	20.50
		20	26.50

White Mountain		Acme	
1	3.90	2 Qt., Tin or Gal., doz.	12.00
2	4.50	4 Qt., Tin or Gal., doz.	20.00

FROES — Special — Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common — Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil—
Stebbins: No. 1, 45c; No. 2, 50c; No. 3, 60c; No. 4, 70c; No. 5, 80c.
Lock Fast: ½-inch, 75c; ¾-inch, 85c; 1-inch, $1.00; 1¼-inch, $1.15; 1½-inch, $1.35; 2-inch, $1.85.
1½-inch, 50c; 2-inch, 50c.
Perfection—½-inch, 65c each; ¾-inch, 80c; 1-inch, 90c; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.65.
Enterprise, Self Measuring—No. 61, Faucet, $9.00.

GAUGES—Marking:
Bit—No. 1, 35c; No. 49, $1.00.
Butt—Stanley—No. 92, $2.50; No. 93, $1.75; No. 94, $1.75. Goodell—No. 227, $2.00.
Chamber—No. 44, $2.50.
Chisel or Blind Nail Tool—No. 96, 35c.
Drill—Twist, No. 119, $3.75; Jobbers, No. 120, $5.75.
Hatchet—No. 8, 20c.
Marking and Mortise—No. 61, 20c; No. 62, 30c; No. 65, 85c; No. 71, 90c; No. 72, $1.10; No. 77, $1.50; No. 90, 70c; No. 98, $1.75.
Panel—No. 85, 50c.
Plane—Perfection, No. 88, $2.50; Stanley, No. 386, $2.75.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent; Double Strength, 80 per cent.

Extras for Putting in Glass—	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GALVANIZED WARE

Boilers, Wash

227	2.25
228	2.35
229	2.50

Bowls, Wash

7	.25
7½	.30

Buckets, Fire

314	.60

Buckets, Well

101 10 qt.	.50

Cans, Garbage Smooth

200	.90
300	1.10
400	1.25
500	1.65
600	2.00
700	2.25

Corrugated

2	.90
3	1.10
4	1.25
5	1.65
6	2.00
7	2.25
8	4.50
9	6.25
10	7.75
80	6.75
90	7.50

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	1.85
501	.50
505	1.35
605	1.75

Cans, Oil

0	.45
02	.75
15	.50
25	1.75
105	1.25
205	1.65

Canteens, see page 154.

Dippers, Laundry

525 (4-qt.)	.50

Hods, Coal

615	.70
616	.75
617	.80
618	.90

Pails, Cement

14	1.35
114	1.75

Pails, Chamber

8-qt.	.75
10-qt.	.85
12-qt.	.90

Pails, Stock

14	.55
16	.60
18	.70
20	.75

Pails, Water

8	.30
10	.35
12	.40
14	.45
16	.50

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.55
2	.65
3	.80
4	1.25

Pots, Watering

514	.90
516	1.00
518	1.15
520	1.35
522	1.50
526	1.85

Tubs, Foot

51	.70
52	.75
53	.90

Tubs, Wash

A	.65
B	.70
0	.75
1	.95
2	1.10
3	1.25
10 S	1.35
20 S	1.60
30 S	1.75

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RETAIL SELLING PRICES—Continued.

GLASSES, GAUGE—

	Standard			Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	...
24	...	.80	1.00	...	...

GLOBES — Lantern — Cold Blast — Plain, 25c each; Bullseye, 40c; 2 Plain, 20c; 2 Bullseye, 40c; 2 Ruby, 40c.
Railroad—Clear, 25c each; Green or Red, 50c.
Tubular — Cadet, 20c; 0, Plain, 25c; 0, Ruby, 40c; 0, Bullseye, 35c; 0, Wizard, 20c; Dietz Jr., Plain, 20c; Dietz Jr., Bullseye, 30c; Beaconlight, $1.50.

GLUE—Dry—Common, 30c lb.; Cabt., 35c; White, 45c.

Imperial Liquid—

Size—	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Sizes—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, Doz.	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Bucks, Socket Firmer, Outside Bevel—No. 42— ¼-inch, $1.00; ⅜-inch, $1.00; ½-inch, $1.00; ⅝-inch, $1.10; ¾-inch, $1.20; ⅞-inch, $1.25; 1-inch, $1.35; 1¼-inch, $1.50; 1½-inch, $1.75; 1¾-inch, $1.85; 2-inch, 2.00.
Witherby, Socket Firmer, Outside Bevel—No. 320—¼-inch, $1.15; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.35; ⅞-inch, $1.50; 1-inch, $1.60; 1¼-inch, $1.75; 1½-inch, $2.00; 1¾-inch, $2.25; 2-inch, $2.25.

Firmer, Standard Socket, P. S. & W.—

⅝-inch, each	$1.35	1¼-inch, each	1.80
¾-inch, each	1.40	1½-inch, each	2.00
⅞-inch, each	1.50	1¾-inch, each	2.20
1-inch, each	1.60	2-inch, each	2.50

Inside Bevel, P. S. & W. No. 121—

½-inch, each	$1.25	1¼-inch, each	1.80
⅝-inch, each	1.35	1½-inch, each	2.00
¾-inch, each	1.40	1¾-inch, each	2.20
1-inch, each	1.50	2-inch, each	2.50

GRAPHITE—Dixon's Flake, per can — 1's, 85c; 5's, $3.75; 10's, $7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, $1.90; 25 lb. can, $4.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Owt.
15 to 40 lbs.	7.50
40 to 200 lbs.	7.50
Over 200 lbs.	7.75
Fixtures and Axle—	
15 inch	1.15
17 inch	1.20
19 inch	2.25
Mounted—Auto—	
No. A120, Size 1	14.75
No. A130, Size 2	18.00
No. 140, Size 3	11.25
Bi-Treadle	18.50
Empire Power	36.00
Samson—	
No. S155, Size 2	11.25
No. S160, Size 2	9.75
Sterling, No. T100	14.25
Bushed—	
No. 1—100-110 lbs.	8.25
No. 2—70-80 lbs.	6.75
No. 3—40-50 lbs.	5.50
Family—	
8-inch	3.75
10-inch	4.50
12-inch	5.50

HACKSAW BLADES—

Lenox, Power—

Lgth.	Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.35	....
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.30	....
17"	1	3.25	4.15

Hand Lennox, Starrett, Victor Star—

Length.	Each.	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20

Hand, Starrett, Victor, Star—

8-inch	.10	.80
9-inch	.10	.90
10-inch	.15	1.00
12-inch	.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.35; 1027, $3.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vaughan & Bushnell Mfg. Co.—Adze Eye Nail:

No.	1	1½	2	11	11½	12	12½	13	14
Price	$1.75	$1.65	$1.50	$1.75	$1.65	$1.50	$1.50	$1.50	$1.40

Ripping, V. & B.—No. 11, $1.75; No. 11½, $1.65.
V. & B. Uncle Sam Tradesman's—No. 999, $2.25.
Ball Pein, V. & B., Polished—

No.	7/0	5/0	4/0	3/0	2/0	0	1	2
Price	$1.00	$1.05	$1.05	$1.05	$1.10	$1.15	$1.25	$1.35
No.					3	4	6	8
Price					$1.45	$1.50	$1.65	$2.00

V. & B. Uncle Sam Supersteel—

No.	31	31½	41	41½	42	42½
Price	$2.25	$2.25	$2.25	$2.25	$2.25	$2.25

HAMMERS—

Claw — Stanley: Nos. 12, 12B, 22 — 5-oz., $1.65; 7-oz., $1.75; 10-oz., $1.80; 18-oz., $1.85; 16-oz., $2.00; 20-oz., $2.25.
Engineer's, Plumb's—No. 261, $1.35; No. 262, $1.50; No. 263, $1.65; No. 264, $2.00.
Machinist's Ball Pein, Plumb's—No. 18, 60 cents; No. 370, 85 cents; No. 371, 90 cents; No. 372, 90 cents; No. 373, 95 cents; No. 374, $1.00; No. 375, $1.10; No. 376, $1.15; No. 377, $1.25; No. 379, $1.35; No. 381, $1.65.
Riveting, Plumb's and Stanley No. 147 — No. 250, 4-oz., $1.00; No. 251, 7-oz., $1.00; No. 252, 9-oz., $1.10; No. 253, 12-oz., $1.15; No. 254, 15-oz., $1.20; No. 255, 18-oz., $1.45; No. 256, $1.55.
Prospector's Pick, Plumb's—No. 470, $2.75; No. 471, $4.95.
Brick, Plumb's—No. 461, $2.00; No. 462, $1.75; No. 3154, $1.15; No. 3155, $1.85.

Riveting—	
Plumb's, Stanley No. 147—	
250, 4 oz.	1.00
251, 7 oz.	1.00
252, 9 oz.	1.10
253, 12 oz.	1.15
254, 15 oz.	1.20
255, 18 oz.	1.45
256	1.55
Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—

Hammer—1st quality, each, 25c; 2nd quality, 20c; Octagon, 25c; Maydole, 20c. Machinists'—12 to 14-inch, each, 25c; 16-inch, 25c; 18-inch, 30c; 20-inch, 30c; 22-inch, 35c; 24-inch, 40c. Riveting—12-inch and 13-inch, each, 20c.
Hatchet — Box, 13¼-inch, each, 20c. Broad — 16-inch, 20c; 17-inch, 25c; 18-inch, 25c. Claw, each, 20c; Derrick, 18-inch, each, 25c; Lath, 13-inch, each, 20c.
Hoe: Garden—Shank, 4½-foot, each, 40c; Socket, 4½-foot, 40c. Meadow — Socket, 5½-foot, each, 60c. Mortar — Shank, 6-foot, each, $1.00; Socket, 6-foot, $1.00. German, 4½-foot, each, 65c. Planters'—2x5, each, 75c; 2½x5, 80c; 2¼x5, 85c.
Maul—Post, each, 50c; Woodchoppers' 60c.
Mop—No. 5, each, 35c; 7, 20c; 8, 30c; 10, 45c; 75, 80c.
Pick: Drifting—1st quality, each, 85c; 2nd quality, 70c. Surface—1st quality, each, $1.00; 2nd quality, 85c.
Rake—6-foot, each, 65c.
Sad Iron: Mrs. Potts—No. 10, 20c; No. 20, 30c. Enterprise—No. 10, 60c.
Saw, Cross Cut—No. 6, 60c; No. 9, $1.00; No. 11, 60c.
Saw, Hand—Panel and Rip: No. 2—35c. No. 7—22-inch, 50c; 26-inch, 55c; 28-inch, 65c. No. D8—24-inch, 85c; 26-inch, 90c; 28-inch, $1.00. No. 12—24-inch, $1.15; 26-inch, $1.25; 28-inch, $1.35. No. D23—26-inch, $1.00.
Saw, One Man—No. 14, 40c; No. 16, 45c.
Scoop, D. H. — XWSC, 75c; XCHB, 75c; XCH, 75c; XCDS, $1.15.
Shovel and Spade, D. H.—XWSH, XWSHR, XWS, 75c; D Tops—100, 35c; 104, 45c.
Shovel and Spade, L. H.—XSC 4½, 60c; AXSC 4½, 60c; XSC M4, 45c; SSXC 4, 55c; XSP 4½, 60c.

Sledge—	24"	26"	28"	30"	32"	34"	36"
1 Quality	.40	.50	.55	.60	.65	.70	.75
2 Quality	.35	.40	.40	.45	.50	.55	.60

HANGERS, BARN DOOR —

Flat Track—	
No., Brand.	Each.
5, Myers	2.25
25 Myers Garage Set.	3.00
11, Lanes	2.15
11½, Lanes	2.65
13, Lanes	4.50
25, Lanes	1.50
30, Lanes	1.50
40, Lanes	1.75
93, Lanes	1.75
37-1, Richards	1.65
38-1, Richards	1.75
42-3, Richards	1.75
42-5, Richards	2.75
42-6, Richards	4.00
43, Richards	1.25
248, Richards	1.85
Round Track—	
50, World's Best	2.25
384, Cannon Ball	2.00
440, Cannon Ball	2.50
715, Cannon Ball	1.75
800, Cannon Ball	10.75
Trolley Track—	
120, Coburn's	4.25
122½, Coburn's	5.75
195A, Coburn's	4.75
195B, Coburn's	6.75
24-2, Richards	3.25
130, Richards	7.00
150, Richards	8.00

HANGERS, HOUSE DOOR—

No., Brand.	Each.
101, Lanes	11.25
101½, Lanes	5.50
105, Lanes	8.75
105½, Lanes	4.35
58, Prouty	4.35
5D, Prouty	8.75
01, Johns	8.00
1, Johns	6.00
011, Richards	3.50
11, Richards	7.00
012, Richards	4.00
12, Richards	8.00
015, Frisco	3.00
15, Frisco	6.00
140-1, Richards	4.00

Trolley—No. 016, 3-in., $5.75 set; 3½-in., $6.00; 4-in., $6.50; 4½-in., $6.75; 5-in., $7.25; 6-in., $8.50. No. 16, 5-in., $11.00; 5½-in., $11.25; 6-in., $11.50; 6½-in., $11.75; 7-in., $12.00; 8-in., $12.50; 10-in., $14.25. No. 019, 3-in., $4.75; 3½-in., $5.25; 4-in., $5.75; 4½-in., $6.00; 5-in., $6.25; 6-in., $7.50. No. 19, 5-in., $9.50; 5½-in., $9.75; 6-in., $10.00; 6½-in., $10.25; 7-in., $10.50; 8-in., $11.00; 10-in., $12.50. No. 0132, 3-in., $6.25; 3½-in., $6.75; 4-in., $7.25; 4½-in., $7.75; 5-in., $8.25; 6-in., $9.50. No. 132, 5-in., $12.50; 5½-in., $12.75; 6-in., $13.00; 6½-in., $13.25; 7-in., $13.75; 8-in., $15.00; 10-in., $17.00.

135, 1	3.50	9, Midget	.60
135, 2	5.00	90T, Midget Track	15

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RETAIL SELLING PRICES—Continued.

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 36, 6-in., each, 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.
S. C. 912—3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.
1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.
Lock—20, Prouty, 75c each, 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 20c each; 4½-in., 25c; 6-in., 35c; SC915, 3-in., 30c each; 4½-in., 40c; 6-in., 60c; 941J, 60c.

HATCHETS—Box—San Diego Pat., Underhill, $3.25 each; Seattle Pat., Underhill, $3.50; 90, Hunt's, $2.50; 401, Sayre's, $2.25; 3010, Plumb's, $2.50; 3011, Plumb's, $2.50.
Broad—1, Hunt's, $1.75; 2, Hunt's, $2.00; 3, Hunts, $2.25; 4, Hunt's, $2.50; 5, Hunt's, $2.75; 2, Kelly's, $1.50; 3, Kelly's, $1.75; 4, Kelly's, $2.00; 1, Plumb's, $1.75; 2, Plumb's, $2.00; 3, Plumb's, $2.25; 4, Plumb's, $2.50; 5, Plumb's, $2.75.
Claw—1, Hunt's, $1.65; 2, Hunt's, $1.75; 3, Hunt's, $1.85; 1, Keen Ridge, $1.50; 2, Keen Ridge, $1.65; 1, Kelly's, $1.25; 2, Kelly's, $1.25; 93, All Steel, $1.10; 1, Plumb's, $1.65; 2, Plumb's, $1.75.
Derrick—Blood's, $2.25.
Flooring—1, Hunt's, $1.85; 2, Hunt's, $2.10; 3, Hunt's, $2.35; 5, Plumb's, $2.75; 6. Plumb's, $3.00.
Half—1, Hunt's, $1.50; 2, Hunt's, $1.75.
Lathing—Hunt's, No. 1, $1.50. Underhill's, No. 40, $2.50; Regular, $3.25; Chicago, $3.25; St. Louis, $3.75; St. Paul, $3.50; California, $3.50.
Shingling—Hunt's, 1, $1.50; Hunt's, 2, $1.65; Keen Ridge, 1, $1.25; Keen Ridge, 2, $1.50; Kelly's, 1, $1.00; Kelly's, 2, $1.10; Plumb's, 2951, $1.50; Plumb's, 2952, $1.60.

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 30c. Linen—No. 012, 60c; No. 015, 70c; No. 018, 80c; No. 020, $1.00.

HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1⅛-inch, 10c; 1½-inch, 15c; 1¾-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1¼-inch, 10c; 1½-inch, 10c; 1¾-inch, 15c; 2-inch, 20c.

FLOOR—

Bommer—No. 2	set, 2.75	318, 618	set, 2.40
4, 302, 602	set, 4.25	319, 619	set, 3.60
852	set, 5.00	Chicago—No. 8892, set,	1.50
304, 604	set, 6.25	2292, 1892	set, 1.75
854	set, 7.50	5592, 9992	set, 2.00
18	set, 2.10	Corbin—D, 512	1.85
19	set, 3.15	R, EA, 512	1.85
268, 868	set, 2.75	SHA, E, 512	2.00
269, 869	set, 3.90	Katz—R, EA, 2	1.85
		KF, SHA, E, 2	2.15

BUTTS — Cabinet Door —	**2x2**	**2½x2**	**2½x2½**	**3x3**
189 F	.65	.70	.95	...
189 N	.75	.85	1.10	...
289 D2, F, B; or 2718 AC, OB	.25	.30	.30	...
289 SF 2, SD2, SA4, H; or 2718 MBS	.30	.35	.35	...
295 D2, F, or 2722 AC, OB	.25	.30	...	...
295 N or 5722	.30	.35	...	...
284 D2, F; or 2719 AC, OB	.20	...	.25	.35
284 SF2; or 2719 MBS	.25	...	.30	.35
284 N; or 5719	.30	...	.35	.40
286 D2, F; or 2721 AC, OB	.25	...	.30	.35
286 N; or 5721	.25	...	.35	.40
291 D2, F; or 2705 AC, OB	.30	...	.30	.35
291 SD2, SF2, SA, B; or 2705 MBS	...	...	.35	.40
291 N; or 5705	...	...	.40	.45
Galvanized Brass Pins:	**2x2**	**2½x2½**	**3x2½**	**3x3**	**3½x3½**	**4x4**
1319 or 4705 BR	.40	.45	...	.55	.75	...
1334 or 4703 BR	.40	.50	...	.65	.75	.95
Bright Steel:						
804 or 703½	.15	.20	.25	.25	.30	.45
808 or 705	.15	.15	...	.20	.30	.40
823 or 714	...	.25	...	.30	.30	.25
838 or 719: 1, 10c; 1¼, 10c; 1½, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 25c; 4, 35c.						
840 or 721: 1, 10c; 1¼, 10c; 1½, 10c; 2, 15c; 2½, 15c; 3, 20c.						

	2x2
Finished: 241 D2, F, F2, B; or 2714 AC, OB	.35
241 SD2, SF, SA4; or 2714 MBS	.45
241 H	.45
241 N or 5714	.50
Parliament: 260 D2, F; or 2716½ AC, OB	.45
260 H, SA4	.50
260 N or 5716½	.50
828 or 716½	.35
Japanned: 781 or 1714	.25
731½ or 1714½	...
783 or 1714½ DB	.35
740J1 or 1721	.25
747 or 1705	...
749J1 or 1718	.35
Half Surface: 160 D2, F; or 2740 AC, OB	.40
160 SF2 or 2740 MBS	.45
160 H	.50
160 N or 5740	.50
165 D2, F or 2745 AC, OB	.50
165 SF2 or 5745 MBS	.50
165 N or 5745	.55

R, EA, 3	4.75
KF, SHA, E, 3	5.25
R, EA, 3½	5.75
KF, SHA, E, 3½	6.00
Rixon—7	15.00
8	16.50
10	18.75
15	22.50
20	36.00
25	45.00
30	58.00
40	85.00
Standard—R, EA 450	7.00
SHA, E, 450	8.50
R, EA, 452	12.00

ORNAMENTAL SURFACE "BUTTERFLY"—

1420, D2 & F—	
1¾x1¾	.25
2½x2½	.30
3x3	.35
1420, H & N—	
1¾x1¾	.35
2½x2½	.40
3x3	.45
1431, 1474, 1475, 1478, 1479.	
1480, 1481, 1482 and 14331—D2 & F	.25
SF2 & H	.25

J1	.25
N	.25

REFRIGERATOR—Flat—

T400, Cast Iron	.55
1404, Wrt. Brass	.75
1404N, Wrt. Brass	.85
1405D2&F, Wrt. Steel	.50
1405N, Wrt. Steel	.55
Offset—	
T402, Cast Iron	.60
1408, Wrt. Brass	.65
1408N, Wrt. Brass	.80
1409D2&F, Wrt. Steel	.55
1409N, Wrt. Steel	.60

SCREEN DOOR SPRING—

900	.30
R 902, EA 903	.40
SR, SHA, 905 & E918	.50
2100	1.10
R 2102, EA 2103	1.40
E 2104, SHA 2105	1.75
D 2200	1.10
R 2202, EA 2203	1.40
SHA 2205	1.75

SCREEN DOOR SETS—

7	.35
1900	.40
R 1902, EA 1903	.50
SHA 1905	.60

FLOOR—Chicago Spring—
Ajax, Dull Brass, No. 3281, $2.25. Relax, Dull Brass, No. 6281, 1½-in. to 1¾-in., $5.15; 1½-in. to 2-in., $8.40; 1¾-in. to 2¾-in., $11.00.
Triplex, Double Acting—Japanned, 3-in., $2.40; 4-in., $3.45; 5-in., $4.10; 6-in., $5.25. Dull Brass, 3-in., $3.80; 4-in., $4.60; 5-in., $5.55; 6-in., $7.10; 7-in., $9.25.

SCREEN DOOR—Japanned, No. 3005, 85c; 505, 30c. Dull Brass, No. 3285, $1.20.
Screen Door Sets—No. 1505, Black, 45c.

SPRING—Bommer—Single Acting—Pair—

Size.	3"	4"	5"	6"	7"	8"	10"
Japanned	1.60	1.90	2.25	2.75	....	....	....
Ant. Cop., Dull Br.	2.00	2.60	3.00	3.80	....	....	....
Ant. Br., Sd., Nic.	2.85	3.40	4.00	....	....	....	....
Double Acting—							
Japanned	2.65	3.15	3.75	4.60	5.85	8.50	11.75
Ant. Cop., Dull Br.	3.50	4.25	5.00	6.35	8.25	11.75	16.00
Ant. Br., Sd., Nic.	4.75	5.65	6.85	8.25	10.60	14.50	....

New List Price of Chicago Triplex and Bommer Spring Hinges—

Single Acting—	3"	4"	5"	6"	7	8"	10"
Japanned	3.10	3.70	4.30	5.30	....	....	....
Ant. Cop., Dull Br.	4.10	5.00	5.90	7.40	....	....	....
Ant. Br., Sd., Nic.	5.50	6.60	7.90	....	....	....	....
Double Acting—							
Japanned	5.20	6.10	7.20	8.10	11.40	16.50	22.80
Ant. Cop., Dull Br.	6.90	8.30	9.80	12.40	16.00	22.80	31.40
Ant. Br., Sd., Nic.	9.20	11.00	13.20	16.00	20.50	28.40	....

Spring, Chicago — No. 1½, Double Acting—		No. 3½, Blanks—	
⅞ to 1	3.35	⅞ to 1	1.65
1⅛ to 1¼	3.90	1⅛ to 1¼	2.00
1⅜ to 1½	4.65	1⅜ to 1½	2.35
1¾ to 2	6.75	1¾ to 2	3.35
2¼ to 2½	13.50	2¼ to 2½	6.10

Wrought Brass, With Brass Screws —

	¾	1	1¼	1½	1¾	2	2¼	2½
Narrow	.10	.10	.10	.15	.15	.20	.20	.25
Middle	.10	.10	.15	.15	.20	.20	.25	.35
Broad	.10	.10	.15	.15	.20	.25	.30	.40
Desk	.10	.15	.20	.25	.40	.45	...	...

STRAP HINGES—

	3"	4"	5"	6"	8"	10"	12"
900, Light, Plain	12½	.15	.20	.25	.35	.55	...
900SC, with Screws	15	.20	.25	.30	.40	...	...
902, Heavy, Plain	...	.20	.25	.35	.50	.70	1.10
902SC, with Screws	...	.25	.30	.40	.60	.85	1.25
929, Hart's Patent	...	30	.40	.50	.90	1.25	...
935, Corgd., Plain	...	.20	.25	.35	.55	.80	1.15

2½x2½	3x3	3½x3½	4x4	4½x4½	5x5	6x6
.40	.40	.40	.55	.80	1.40	2.35
.45	.50	.50	.65	.90	1.55	2.65
.50	.50	.50	.70	.95	1.60	2.75
.50	.50	.55	.70	1.00	1.65	...
...	.45	.55	.60	.70	.75	...
...	.50	.60	.65	.70	.80	...
...	.50	.60	.65	.70	.80	...
...	...	.35	.40	.45	.50	.55
.30	.30	.30	.40	.55	.75	...
.35	.40	.40	.45	...	...	...
.40	.40	.40	.50	.75	1.30	2.25
.30	.35	...	...	...	...	...
.30	.35	...	...	...	...	...
.35	...	...	...	...	...	...
.45	.50	.55	.75	1.05	...	...
.50	.55	.65	.80	1.10	...	...
.55	.60	.70	.85	...	...	...
.55	.60	.70	.85	1.15	...	...
.50	.55	.60	.80	1.05	...	...
.55	.60	.70	.90	1.15	...	...
.60	.65	.75	.90	1.25	...	...

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RETAIL SELLING PRICES—Continued.

STRAP HINGES—Cont'd—	3"	4"	5"	6"	8"	10"	12"
935SC, with Screws		.25	.30	.40	.60	.90	1.30
SC1300¼, Light Galv.	.25	.30	.40	.55	.70	...	...
SC1302¼, Heavy Galv.		.35	.50	.80	1.25	1.85	2.60
SC1305¼, Corgd. Galv.		.40	.55	.85	1.50	2.10	...
TEE HINGES—	3"	4"	5"	6"	8"	10"	12"
904, Light, Plain	12½	.15	.20	.25	.30	.45	.60
SC904, with Screws	.15	.20	.25	.30	.35	...	...
906, Heavy, Plain		.20	.25	.35	.40	.50	.70
SC906, with Screws		.25	.30	.35	.45	.65	...
908, Extra Heavy		.25	.30	.40	.65	.90	1.25
937, Extra Corgd.		.30	.35	.40	.70	.90	...
SC937, with Screws		.35	.40	.45	.75	1.00	1.45
SC1304¼, Heavy Galv.		.40	.55	.65	.85	1.40	...
SC1306¼, Corgd. Galv.		.55	.85	1.15	1.85	2.50	...

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

HOLLOW WARE, CAST IRON: Dutch Ovens—No. 8, $3.45 each; 9, $4.00; 10, $4.85; 11, $5.85; 3, $2.00; 2, $2.35; 1, $2.75; 0, $4.25; 00, $5.75.

Gem Pans—No. 1, $1.00 each; 8, $1.00; 6, $1.00; 10, $1.25; 11, 1.10.

Griddles—No. 7, $1.00 each; 8, $1.05; 9, $1.25; 10, $1.65; 12, $1.80; 14, $2.35; 16, $2.75.

Long Griddles—No. 7, $1.75 each; 8, $2.15; 9, $2.75.

Kettles (Stove) — No. 7, round, $2.60 each; 8, $3.90; 9, $3.60; 7 (flat), $2.60; 8, $3.00; 9, $3.60.

Skillets or Spiders—No. 4, 90c each; 5, $1.00; 6, $1.05; 7, $1.15; 8, $1.20; 9, $1.50; 10, $1.80; 11, $2.25; 12, $2.65 each.

Scotch Bowls—No. 2, $1.75 each; 3, $2.00; 4, $2.35.

Waffle Irons — No. 7, $1.85 each; 8, $2.25; 9, $2.50; 7-D, $2.25; 8-D, $2.75; 11, $2.75; 12, $4.50.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 45c; 6, 50c; 7, 60c.

Griddles—No. 8, 90c each; 9, $1.10; 10, $1.25; 12, $1.50; 14, $1.75; 16, $2.00.

Skillets or Spiders—No. 7, 90c each; 8, $1.10; 9, $1.35; 10, $1.75; 12, $2.00; 07, 35c; 08, 40c; 09, 55c; 1010, 65c; 012, 75c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.45	...	.35	...
1	.40	...	.40	...
2	.35	...	.30	...
3	.30	...	.25	...
4 or 104	.25	...	.20	...
5 or 105	.20	...	.15	.75
6 or 106	.15	.60	.15	.60
7 or 107	.15	.50	.15	.45
8 or 108	.15	.30	.10	.40
9 or 109	.10	.30	.10	.35
10 or 110	.10	.25	.10	.30
11 or 111	.10	.20	.10	.25
12 or 112	.10	.15	.05	.20
13 or 113	.10	.10	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes —

Size.	1½	2	2½	3	3½	4	6
No. 40, steel	.15	.20	.25	.30	.35	.40	.60
No. 1040, brass	.50	.60	.75	.90	1.10	1.25	1.50

HOSE FIXTURES—Bands—Magic, ½, ¾ and 1, 2½c each; Caldwells, ½, 3c; ¾, 4c; Sherman, Brass, ½ and ¾, 10c; Galv., ½ and ¾, 5c.

Couplings—½, ⅝ and ¾-in., 20c each; 1-in., 35c; Perfect, ½-in., 35c; ¾-in.. 35c; Sherman No. 10. ½ and ¾-in.. 20c; Snap, 45c.

Menders—Wood, ½-in., 25c doz.; ¾-in., 25c; Sherman's, ½ and ¾-in., 10c each; Coopers, ½ and ¾-in., 15c; P. C. Perfect, ½-in., 15c; ¾-in., 15c; 1-in., 25c.

Nozzles—Mystic, 65c each; Boston. 80c; Duo, 50c; Stanley, Jr., 70c.

Sprinkler Heads—2 Blake, 45c each; 80 and 81, Thompson, 65c; 85 and 86, Thompson, 80c; 115, Thompson, 75c.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 15½c; ¾-inch, 19½c; 4-ply. black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, black, ½-inch, 17c; ¾-inch, 21c; 5-ply, red, ½-inch, 20c; ¾-inch, 22c.

Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 21c; ¾-inch, 24c; 1-inch, 35c; Electric smooth, ½-inch, 20c; ¾-inch, 23c; 1-inch, 30c; Second Grade, ½-inch. 19c, ¾-inch, 22c; Third Grade, ½-inch, 16c; ¾-inch, 19c; Fourth Grade, ½-inch, 15c; ¾-inch, 18c.

IRONING BOARDS—(See Boards, Ironing).

IRON SHEETS—Galvanized—	Out Sheets	Full Sheets
14 to 16	.11	.10
18 to 22	.12	.11
Black Sheets—		
10 to 16	.11	.09½
18 to 24	.11	.09½
30	.12	.10
Corrugated Sheets, Galvanized—		
26 Ga.	8.75	
28 Ga.	8.00	
Rockface Siding	8.75	
Brickface Siding 28 Ga.	8.25	

IRONS, PLANE—Stanley or Bailey: Single—1¼-inch, 75c; 1¾-inch, 75c; 2-inch, 80c; 2⅛-inch, 85c; 2⅜-inch, $1.00; 2⅝-inch, $1.05. Double—2-inch, $1.20; 2⅛-inch, $1.25; 2⅜-inch, $1.55; 2⅝-inch, $1.65.

Stanley Block: Nos. 9½, 15, 18, 19, 60½, 62, 65, 65½, 131, 203, 220—50c; No. 62, $1.00; No. 101, 25c; No. 102, 30c; Nos. 110, 130, 40c; No. 140, 65c.

Wood Bench: Single—2-inch, 40c; 2⅛-inch, 45c; 2¼-inch, 50c; 2⅜-inch, 55c; 2½-inch, 60c; 2⅝-inch, 65c. Double—2-inch, 80c; 2⅛-inch, 85c; 2¼-inch, 90c; 2⅜-inch, 95c; 2½-inch, $1.10; 2⅝-inch, $1.15.

IRONS—Sad—Common, 15c lb.

Mrs. Potts—No. 50, $2.50 per set.

70, $4.00; G. Pressing, 15c lb.; T. Tailor's Goose, 20c. lb.; N Gasoline, $5.25 each. Handles, 85c; Asbestos No 60, $3.00 set.

KNIVES—Hay—

Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated,. $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Nitrogon Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.35	.40
60 watts	.40	.45
Type C Lamps—	Clear	Frosted
50 watts	.55	.60
75 watts	.70	.75
100 watts	.95	1.00
150 watts	1.30	1.40
200 watts	1.80	1.90

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, $8.00.

LANTERNS, Gasoline—

Nulite—Gasoline: No. 2, $8.00; No. 10, $9.50.

LANTERNS—Dietz Tubular—

HOT BLAST

Little Star Tin Lanterns..1.50
Hi-Lo Tin Lanterns....1.10
Victor Tin Lanterns....1.35
Monarch Tin Lanterns..1.25
O. K. Tin Lanterns.....1.50
No. 2 Royal Tin Lants..1.75

COLD BLAST

Junior Tin Lanterns....1.50
Junior Brass Lanterns..2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 1.85
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.85
D-Lite Tin Lanterns....1.65
No. 2 Large Fount Wizard Lanterns 2.10

DASH AND WAGON

Buckeye Dash Lant'ns..2.00
Junior Wagon Lant'n...2.85
Roadster Wagon Lanterns 2.85

DRIVING

Eureka Driving, plain lens 2.50
Same with optical lens..2.65
Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL

Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.

King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass ....
Same, Nickel-plated on Brass 6.50

WALL

No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3.15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING

Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM

Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED

Police Flash Lanterns...2.00
Traffic Signal Lanterns.4.35
No. 12 Display Stand and Assortment 25.00

LATCHES: Barn Door—No. 10, each, 65c; 125, $2.25; 126, $2.10; 127, 50c; 128, 50c.

Door—No. 5, each, 50c; 6, 70c; 25, 45c; 30, 20c; 101, 20c; 102, 25c; 103, 30c; 130, 25c; 1240, 75c; 1263, 45c.

Gate: St. Louis, No. 19, each, 20c; Top Spring, No. 14, each, 85c; Cast, Box — No. 7, each, 30c; 8, 30c; 9, 30c; Upright, No. 3, each, 25c; Secret—No. 01413, each, 85c; R and EA1413, $1.00. Conrad's Safety, 35c.

Night, Rim:

Corbin—No. 353, each, 75c; 356, $3.00; 356, R, EA, $3.00; 0356, $1.15; 0356, R, EA, $1.25; 374, D, $3.50; R, $3.50; 1356, D, $3.75; R, EA, $3.75.

Miller — No. 64, each, 75c; 178C, $1.10; 378, $1.10; 3781B, $1.10; 4978, $1.75.

Sargent—No. 4250J, each, $2.00.

Yale — No. 20, each, $1.15; 26, 85c; 33, $2.25; 34, $2.75; 36, $2.25; 37, $3.00; 42, $4.25; 042, $3.25; 042P, $4.00; 44, $5.00.

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RETAIL SELLING PRICES—Continued.

LATCHES—Continued.
Refrigerator — No. 091, each, 80c; 091 N, 90c; 091 S, 85c; 091 SN, $1.00; 092, $1.10; 092 N, $1.15; 092 S, $1.10; 092 SN, $1.25; 564, 35c; 574, 40c; 640, 640 S, $1.35; 640 N, 640 SN, $1.50; 607 B, 607 BS, $1.00; 607 BN, 607 BSN, $1.10.

LEAD—Bar, 15c lb.; Calking (100 lbs.), 14c lb.; Pig (100 lbs.), 13c lb.; Sheet (full), 17c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.85; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, 6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 92, $5.00; 103, $1.00.

LINES, CLOTHES—Cotton. Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.
Wire, Twisted—50-foot, 20 gauge, 40c each; 75-foot, 20 gauge, 50c; 100-foot, 20 gauge, 60c; 50-foot, 18 gauge, 55c; 75-foot, 18 gauge, 75c; 100-foot, 18 gauge, 90c.
Wire, Solid—100-foot, 10 gauge, 85c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease	.12½	...	.85	.50	.70	1.10	2.20
Superior Cup	.20	.40	.55	.85	...	1.60	....
No. 2 Transmis'n.	...	...	...	1.10	...	1.95	....
No. 42 Transmis'n	...	...	...	1.15	...	2.10	....
Black Transmission	...	...	...	.90	...	1.55	....
Black Fibre Trans.	...	...	...	1.10	...	2.00	....
Plow Grease	.10	...	.80	.45	...	....	....

Galena Superior Oils—

	½-gal. can	1-gal. can	5-gal. can	15-gal. gal.	30-gal. gal.	55-gal. gal.
Light Motor Oil	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil	.70	1.20	4.90	.96	.85	.81
Tractor No. 1	...	1.30	5.15	1.02	.91	.87
Tractor No. 2	...	1.30	5.30	1.03	.93	.89
600 Transmission	...	.95	3.50	.69	.58	.54
600 Steam Cyl.	...	1.15	4.50	.89	.78	.74
Castor Machine	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2	.55	.90	3.35	.66	.55	.51
Separator	.55	.90	3.30	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $1.00; 16x27, $1.25; 18x30, $2.10; 20x33, $2.50; 22x36, $2.50.
Cocoa Fibre, Medium—16x27, $2.50; 18x30, $2.75; 20x33, $3.50.
Steel—15½x23½, $2.00 each; 17½x30, $2.75; 21½x36, $4.00.
Steel Matting in Rolls—Per square foot, 80c.

MATTOCKS— Each.
Short Cutter, Standard, 5½ lbs. 1.20
Long Cutter, Standard, 6 lbs. 1.25
Pick, Standard, 5 lbs. 2.20

MAULS—Post—10-lb., $1.25 each; 13-lb., $1.60; 16-lb., $2.00; 18-lb., $2.25; 20-lb., $2.50.
Ship or Top, 25c lb.
Wood Choppers—Adze or Round Eye, 20c lb.

MILLS—Cider—
Junior ..... 45.00 Senior 72.00
Medium ..... 52.00 Force Feed 82.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
O-Cedar, Handled—No. 4, small triangle, $1.00 each; No. 3, large triangle, $1.50; No. 10B, polish $1.50.
Self-Wringing—No. 10, $1.00 each.
Round—No. 1, $1.75; No. 2, $1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 13, 35c each; No. 70, 85c; Janitor's, 55c each.

NAILS—Standard—All sizes, base, $4.65. 6d and larger, 7c lb.; 5d and smaller, 8c; 2d Fine Blue (Lath), 10c. 25 lb. lots, add to selling base $1.25 per keg. 50 lb. lots, 75c.
Cement Coated—All sizes, base, $3.90. 6d and larger, 10c lb.; 5d and smaller, 12c.
Felt Roofing—⅞ inch Plain, 15c lb.; ⅞ inch Galvanized, 18c.
Brads and Nails in Packages—All sizes, 40 per cent.
Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish.	C.C.Box
2d	1.45	1.65	1.70	2.00	1.65
3d	1.15	1.30	1.35	1.55	1.30
4d	.80	*1.05	1.10	1.25	*1.05
5d	.75	1.00	1.05	1.20	1.00
6d	.60	.70	.75	1.00	.70
7d	.55	.65	.70	.70	.65
8d	.30	.45	.50	.60	.45
9d	.30	.45	.50	.60	.45
10d	.20	.30	.35	.45	.30
12d	.15	.25	.30	.40	.45
16d	.10	.15	.20	.25	...
20 to 60d	Base	.05	.10	.15	...

Barbed Nails advance 25c over Smooth Nails.
*Orange Box, $1.60.
2d Fine—Plain, $1.95; Extra, $1.95.
3d Fine—Plain, $1.35; Extra, $1.55.
Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. ⅛-lb., 10c each; ¼-lb., 15c.
Wrought Brass—2-oz., 15c each; 4-oz., 25c.
Hob—⅜, 30c lb.; larger, 30c.
Hungarian—Round or Cone Head—⅛-lb., 5c each; ¼-lb., 10c.

NETTING, POULTRY—Hexagon, Galvanized after weaving—

2-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	2.14	3.08	3.92	4.68
Sell Full Roll	1.95	2.80	3.55	4.25
Sell Cut (lineal foot)	.01½	.02¼	.03	.03¾
Width, inches—	36	48	60	72
List Roll	5.35	7.18	8.91	10.69
Sell Full Roll	4.75	6.40	8.00	9.65
Sell Cut (lineal foot)	.04	.05½	.06¾	.08
1½-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	3.15	4.53	5.78	6.90
Sell Full Roll	2.85	4.10	5.25	6.25
Sell Cut (lineal foot)	.02¾	.03¾	.04½	.05½
Width, inches—	36	48	60	72
List Roll	7.88	10.50	13.13	15.75
Sell Full Roll	7.10	9.45	11.75	14.10
Sell Cut (lineal foot)	.06	.07¾	.10½	.12
1-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	4.95	7.12	9.08	10.88
Sell Full Roll	4.45	6.40	8.20	9.85
Sell Cut (lineal foot)	.04	.05½	.07¼	.08
Width, inches—	36	48	60	72
List Roll	12.38	16.50	20.63	24.75
Sell Full Roll	11.15	15.00	18.60	22.25
Sell Cut (lineal foot)	.09½	.12½	.15½	.18½
¾-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	8.55	12.30	15.68	18.71
Sell Full Roll	7.75	11.10	14.10	16.85
Sell Cut (lineal foot)	.07¼	.09½	.12½	.14½
Width, inches—	36	48	60	72
List Roll	21.38	28.50	35.63	42.75
Sell Full Roll	19.25	25.65	32.06	38.50
Sell Cut (lineal foot)	.15½	.22½	.27	.32

NIPPERS, CUTTING—
Bernard's—
5-inch 2.25
6-inch 2.65
7-inch 3.25
Nettleton's—
6-inch 2.00
8-inch 2.40
10-inch 2.90
12-inch 3.10
14-inch 3.75
Utica—
5-inch 1.00
6-inch 1.15
7-inch 1.35
4-inch 1.15
4½-inch 1.25
5-inch 1.35

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 20c doz.; ¼, 25c; 5-16, 30c; ⅜, 40c; 7-16, 50c; ½, 75c; ⅝, $1.50.

OAKUM—Plumbers', 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.
Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.
Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.
Many-use—3-oz. can, 25c.

OVENS PORTABLE—

No.	Each.	No.	Each.
Androck, complete	1.10	11	2.75
Kerogas—		13	3.50
357	6.00	111	3.50
657	7.25	113	3.75
Pinney & Boyle—		120	6.25
		213	3.50
1	3.25	220	7.00
2	3.75	313	4.25

OVENS: New Perfection—No. 121-GE, one burner, glass swing door, blue enameled door frame, $6.00; No. 122-GE, two burners, $7.50.
Puritan — Two burners, glass drop door, polished steel, asbestos lining, knockdown style, $5.75.

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 45c.
Italian Hemp—A, 1-inch, 45c lb.
Square Flax, braided, 50c.
Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.
Asbestos Cement—7½c lb.

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RETAIL SELLING PRICES—Continued.

Wicking, Asbestos—4-oz. ball, 30c.
Cotton Candle—2-oz. ball, 10c.

PADLOCKS — Corbin—No. 958, 35c each; 2802¼, 30c; 2822¼, 40c; 2869, 75c; 2879, $2.00; 2880, $2.25; 2881, $2.50, 2883, $3.75.

Miller—No. 1, $1.25 each; 16, 20c; 16B, 35c; 16G, 25c; 18, 25c; 19, 30c; 19G, 30c; 21, 35c; 21G, 35c; 34, $1.50; 35B, 20c; 37, 20c; 41, 60c; 76, 75c; 88, 35c; 99, $1.25; 100B, 20c; 121, 40c; 125, $1.15; 180, 35c; 190, 40c; 210, 50c; 214, 55c; 221, 65c; 232, 65c; 700B, 40c; 1398, 60c; 5438, $1.00; 5438XC, $1.15; 5441, 80c; 5441XC, 95c each.

Yale—No. 223, 85c each; 225, $1.00; 453J, 30c; 453X, 30c; 563, $1.75; 565, $2.10; 585, $1.50; 635, $1.50; 645J, 65c; 803, $2.25; 805, $2.25; 805½, $2.50; 813, $2.25; 815, $2.35; 823, $2.40; 838, $3.90; 843, $3.25; 853, $3.50; 8454, $2.75.

Slaymaker—No. 160, $1.75 each; 178, 45c; 179, 75c; 189, 75c; 1092, 90c; 1093, $1.10; 1098, $1.10; 1902, 55c; 1903, 60c; 1904, 75c; 3901, 75c; 3902, 60c; 3903, 45c; 4026, 20c; 4078, 75c; 6130, 25c; 9902, 70c; 9902 N. C., 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—	
1 gallon	1.45
5 gallons	1.15
Alum—	
Pwd., less than 100 lbs., lb.	.17
Benzine—	
New cans, casd., gal.	.60
Old cans, uncsd, gal.	.40
Coal Tar—	
5-gal. ....Gal.	.40
1-gal. ....Gal.	.55
Creosote—	
Gal.	.85
Distillate—	
Light, gal.	.40
Glue—	
No. 2 Gelatine	.50
Chicago White	.50
Kalsomine, White—	
Bbls., 280 lbs.	.08
Kegs, 100 lbs.	.08½
4 25-lb. pkgs., bulk	.09
25 lbs., bulk	.09
Less 25 lbs.	.09½
100 lbs., 5-lb. pkgs.	.09
Less 100 lbs., pkgs.	.09½
Lamp Black—Bear Brand—	
1-S, lb. pkg.	.45
½-S	.30
¼-S	.20
Linseed Oil, Boiled—	
5's ....Gal.	1.32
1's ....Gal.	1.62
½'s ....½-Gal.	.90
¼'s ....Qt.	50
⅛'s ....Pt.	.30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.85
Paint, Dry Colors—	
Umber	.12
Chrome Green, Med.	
Graphite	.07
Metallic	.08
Sienna	.11
Venetian Red	.08
Yellow Ochre	.07

Painters' Petroleum—	
1-gal. ....Gal.	.60
Paints, Ready Mixed—1st grade, white—	
Gals. ....Gal.	4.40
½-gals. ....½-Gal.	2.30
Quarts ....Qt.	1.25
Pints ....Pt.	.70
½-pints ....½-Pt.	.40
1st Grade, Colors—	
Gals. ....Gal.	4.25
½-gals. ....½-Gal.	2.25
Quarts ....Qt.	1.20
Pints ....Pt.	.65
½-pints ....½-Pt.	.35
2d Grade, White or Colors—	
Gals. ....Gal.	2.90
½-gals. ....½-Gal.	1.60
Quarts ....Qt.	.95
Inside Floor—	
Gals. ....Gal.	2.90
½-gals. ....½-Gal.	1.60
Quarts ....Qt.	.95
Porch—	
Gals. ....Gal.	4.25
½-gals. ....½-Gal.	2.25
Quarts ....Qt.	1.20
Plaster Paris—	
Less sack, lb.	.10
Putty, Bladder—	
Less than 100 lbs.	07½

Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. cans	.12½
3-lb. Cans	.09½
5-lb. cans	.09
10-lb. cans	.08½
25-lb. cans	.08
85 lb. cans	.06½
Rosin—	
Lb.	.14
Barrels, 280 lbs.	.08¼
Kegs, 100 lbs.	.09¼
100-lb. bulk	.09¼
25-lb. bulk	.09¾
Less 25 lbs.	.10¼
100 lbs., 5-lb. pkgs.	.10
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs., 5-lb. pkgs.	.10
Turpentine—	
5's ....Gal.	1.75
1's ....Gal.	2.00
½'s ....Gal.	1.10
¼'s ....Qt.	.60
⅛'s ....Pt.	.35

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.20
No. 0, each	.35
No. 1, each	.40
No. 2, each	.45
No. 3, each	.50
No. 4, each	.55
No. 5, each	.60
No. 6, each	.80
No. 7, each	.90

PAPER, BUILDING—

Roofing—	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	....	2.50	....
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	....	3.75	....
Certain-teed	2.50	3.25	3.75
Major	2.00	2.50	3.00
Guard	1.35	1.75	2.15

Pioneer Sheathing, Gray—Per roll, 20-lb., $1.00; 25-lb., $1.25; 30-lb., $1.50.

Shingles, Slate, Red or Green—Individual (424 per square), $10.00 square. Strip or Slab (104 per square), $9.00.

Tin Caps—1¼-inch, 30c per lb.

Felt—Asphalt Saturated, $2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, $1.75 per roll; Saturated and Coated, $2.75.

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Astec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

	0	½	1	1½	2	3
Emery Paper	1.00	1.05	1.15	1.30	1.55	2.00
Emery Cloth	2.00	2.00	2.25	2.25	2.50	3.00

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory
2¼x4	3.65	4.50	2⅝x4½	5.25	7.00
2¼x4½	3.70	4.80	5	5.50	7.25
2½x4½	3.90	4.90	3x5	6.25	8.25
2¼x5	4.00	5.00			

PERCOLATORS, COFFEE—Universal—

46	3.50	74	4.50
48	4.00	76	5.00
42	3.25	79	5.75
54	3.50	714	6.50
56	4.00	464	4.75
58	4.50	466	5.25
64	4.00	469	6.00
66	4.50	474	5.25
69	5.25	476	5.75
614	6.00	479	6.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., 95c each; 6-lb., $1.00; 7-lb., $1.15; 8-lb., $1.25; 9-lb., $1.35.

Drifting—No. 1, 90c each; 2, 95c; 3, $1.00; 4, $1.15; 5, $1.25.

Poll—1, 3½ lbs., $1.00; 2, 4 lbs., $1.00.

Prospecting—Std., 2471, $1.75; Maydole No. 1482, $2.25; No. 1483, $2.00.

Ice—B, 50c; C, 45c; D, 75c; Chisel, 0, 25c; 1, 35c; Chipper, 5, 50c; 93, 20c; 150, 25c; 630, 30c; 1554¾, 20c.

Drift Pick Eyes—No. 2, 3-lb., 75c; No. 3, 4-lb., 80c; No. 4, 5-lb., 85c.

PINS—Clothes—C—Common, 10c doz.; US—Spring, 15c; H—Hoyt's Spring, 20c.

PINCERS—Carpenters'—6-in., 65c; 8-in., 80c; 10-in., $1.00.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.

4-inch, Japan, 40c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 20c.

Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c; 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c. 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS, AUTOMATIC—Colt's—A 252 (CA25), $16.50 each; A323¾ (OA32), $19.50; A3808¾ (CA380), $19.50; 384½ (CA384½), $36.75; 455 (CA455), $34.00.

Remington—51, $19.50.

Savage—1907, 32 Cal., $25.00; 380 Cal., $26.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Stanley—No. 1, $2.95 each; 2, $3.85; 3, $4.10; 3C, $4.25; 4, $4.35; 4C, $4.60; 4½, $5.00; 4½C, $5.35; 5, $5.00; 5C, $5.25; 5½, $5.35; 5½C, $6.00; 6, $6.60; 6C, $6.90; 7, $7.50; 7C, $7.65; 8, $8.35; 8C, $9.25; 9, $9.15; 9½, $2.25; 9¾, $2.75; 10, $6:65; 10½, $5.40; 12, $5.00; 12½, $6.60; 15, $2.10; 15½, $2.85; 16, $2.50; 17, $2.85; 18, $2.85; 19, $2.85; 20, 8.25; 24, $3.10; 25, $2.85; 26, $3.20; 27½, $3.75; 28, $4.15; 29, $4.65; 31, $4.50; 32, $5.00; 35, $3.75; 36, $4.50; 37, $5.00; 40, $2.20; 40½, 3.00; 45, $14.00; 46, $9.80; 47, 7.65; 48, $5.25; 49, $5.25; 50, $7.00; 55, $25.50; 60, $2.60; 60½, $2.35; 61, $2.25; 62, $5.65; 65, $3.15; 65½, $2.60; 71, $3.95; 71½, $3.20; 72, $4.35; 74, $10.25; 75, 75c; 78, $3.25; 85, $4.60; 90, $3.95; 92, $4.00; 93, $4.85; 94, $5.65; 95, $2.00; 97, $3.95; 98, $2.00; 99, $2.00; 100, 60c; 101, 50c; 102, 95c; 103, $1.25; 110, $1.30; 112, $4.50; 113, $7.45; 120, $1.75; 130, $1.80; 131, $2.75; 140, $3.00; 146, $4.00; 147, $4.25; 148, $4.65; 171, $5.95; 190, $2.90; 191, $2.90; 192, $2.65; 203, $1.50; 212, $3.10; 220, $1.70; 278, $3.25; 289, $4.00; 444, $11.00; 602, $4.30; 603, $4.90; 604, $5.30; 604C, $5.55; 604½, $6.15; 605, $6.15; 605C, $6.45; 605½,

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RETAIL SELLING PRICES—Continued.

PLANES—Continued.
$6.75; 606, $7.85; 606C, $8.25; 607, $9.90; 607C, $9.45; 608, $10.70; 608C, $11.20.
No. 39—¼, $2.90; ⅜, $3.20; ½, $3.40; ⅝, $3.55; ¾, $3.70; 13-16, $3.85; ⅞, $3.85; 1, $3.95.
Stanley Block Plane Irons—100 and 101, 15c; 102 and 103, 20c; 110 and 130, 30c; 120 and 220, 40c; 140, 50c; 9½ and 9¾, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c. 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.00. inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, $1.00.

PLATES, GAS, HOT—No. 501, $3.50 each; 502, $5.75; 503, $8.50; 702, $7.75; 703, $11.50; 722, $8.50; 723, $12.50; 1001, $2.50; 1002, $4.25.

PLIERS—Klein's No. 201—6-inch, $3.25 each; 7-inch, $3.50; 8-inch, $4.00; 9-inch, $4.75. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.00; 9-inch, $2.25; 12-inch, $2.75; 18-inch, $3.50; 24-inch, $4.00. No. 37, 12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.25. No. 37G, 12-inch, $3.75; 18-inch, $4.50. No. 34G, 4-inch, $1.65; 6-inch, $2.00; 8-inch, $2.75; 10-inch, $3.25.
Wood, Stanley or Disston—No. 00, $1.50; 0, $1.65; 2, $2.25; 3, $2.75; 8, $3.50. No. 13, 26-inch, $3.25; 28-inch, $3.35; 30-inch, $3.35. No. 15, 26-inch, $3.85; 28-inch, $4.00; 30-inch, $4.00. 30, $3.35; 35, $3.00; 45½, $4.75. No. 93, 26-inch, $4.65; 28-inch, $4.85; 30-inch, $5.00. 95, $7.75; 96, $9.25; 102, 75c; 104, $1.00.
Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, $1.00.

POKERS, STOVE—No. 100, Straight, 20-inch, 20c; 105, Bent, 20-inch, 20c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt., 40c each; 1 pint, 50c; 1 quart, 80c; ½ gallon, $1.25; 1 gallon, $2.25; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00.
O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c. 2 pounds, $1.70; 5 pounds, $3.00.
METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.
STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c.
Paste. No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, ELameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

PULLERS—Nail—Rex, $1.35 each; Rex, Jr., $1.15; Red Devil, $2.50; Morrill's, $3.00; Little Giant, $2.00.

PULLEYS—Brass Screw, No. 35, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 37, ⅝-inch, 35c Clothes Line—No. 30, 3½-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2½-inch, 30c; No. 67, 25c; No. 160, 2-inch, 25c; No. 6500, 5½-inch, 55c; No. 6500G, 5½-inch, 65c.
Hay Fork—No. 566, for rope, 75c; No. 1651, for wire rope, $1.85.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $3.60; 2, $4.00; 3, $5.00; 4, $6.00.

PUTTY—Per lb., 15c.

RAKES, GARDEN — Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—	8"	10"	12"	14"	16"
Flat Wood	.50	.70	.95	1.25	1.65
Half Round Wood	.55	.75	1.00	1.35	1.75
Half Round Cabinet	.70	.95	1.25	1.60	2.00
Horse Hellers, Plain	...	...	.45	.65	.85
Horse Hellers, Tanged	...	...	...	.80	1.10

RAZORS (SAFETY)—Eveready—

No.		No.	
700, each	1.00	706 B, 6 Blades, Pkg.	.40
2, each	3.00	706 B, 12 Blades, Pkg.	.65
Gem			
800, each	1.00	800 B, 7 Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, 5 Blades, Pkg.	.35
Durham Domino			
1, each	1.00	3 Blades, Pkg.	.30
2, each	2.00	5 Blades, Pkg.	.50
Gillette			

Old Type—		Blades—	
Brownie	1.00	6 Blades, ½ pkg.	.50
Pioneer	2.50	12 Blades, Pkg.	1.00
Pocket	3.00		
New Type —		Each	5.00
New Standard, Bostonian, Richwood, Big Fellow—		Gold Plated	6.00
		Traveler	7.50
AutoStrop			
1, 7, 8, set	5.00	254S, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1 Wood, $2.75.

REVOLVERS—

Colts, Model	Each
Pocket Positive	28.00
Police Positive Spec.	25.00
Police Positive Tgt.	27.00
Army Special	26.00
New Service	31.00
Single Action	29.00
Iver Johnson—	
Model 1900; .22, .32, or 38 —	
2½-inch	5.00
4½-inch	5.50

Hammer	Hammerless
3 $10.00	$11.00
4 10.50	11.50
5 11.00	12.00
6 11.50	12.50

Smith & Wesson —

1905 Military and Police	31.00
Regulation Police	29.00
1903 Hand Ejector	27.50
38 S. & W. Perfected	27.50
1908 Military	35.00
1911 Target—6-inch	31.50
10-inch	28.00
New Departure—	
.32 caliber	25.50
.38 caliber	27.50
1917 Army, 45 caliber	35.00

RIFLES—No. and Model—

Benjamin Air—	
E	5.25
Daisy Air—	Each
25	5.25
40	5.25
3	3.25
30	2.75
11	2.25
12	1.75
King Air—	
4	2.50
5	2.75
5B	3.50
10	.90
21	1.50
22	1.75
Smith & Wesson—	
1905 Military Police	31.00
Regulation Police	29.00
1903 Hand Ejector	27.50
38 S. & W. Perfected	27.50
1908 Military	35.00
1911 Target	31.50
New Departure 38	27.50
Marlin—	Each
20, Round barrel	19.50
27, Round barrel	31.00
Octagon barrel	32.75
38, Octagon barrel	21.50
39, Octagon barrel	26.50
93, Round barrel	32.50
Octagon barrel	34.00
Carbine	32.50
Remington—	
4 TD—Octagon Brl.	11.65
6 TD—Round Brl.	7.85
8 A TD—Round Brl.	62.00
12 TD—Round Brl.	22.00
TD—Octagon Brl.	25.55
14 A TD—Standard	49.50
TD—Carbine	48.45
16 A TD—Standard	42.00

Savage—	
1899 250-3000	51.00
1899 TD, Feath'wt.	46.00
1899 SF	39.00
1904 TD, Single shot.	8.50
1914 TD, Hammerless.	21.00
Stevens—	
Little Scout	5.40
Crack Shot	6.85
Marksman	8.65
Favorite	9.85
70 TD, 22	15.00
Winchester—	
86 TD. .33, Rd. Brl.	61.50
90 TD, .22, Oct. Brl.	24.75
Cal. 25-20, 32, 38. 44—	
92 SF, Rd. Bbl.	31.75
92 SF, Oct. Bbl.	33.75
92 SF Carbine, Rd.	38.75
92 TD, Rd. Bbl.	44.25
92 TD, Oct. Bbl.	46.25
Cal. 32-40, 38-55—	
94 SF, Rd. Bbl.	35.50
94 SF, Oct. Bbl.	38.50
94 SF, Carbine, Rd.	33.00
94 TD, Rd. Bbl.	49.25
94 TD, Oct. Bbl.	52.25
Cal. 25-35 Win., 30 Win., 32 Win. Special—	
94 SF, Rd. Bbl.	37.50
94 SF, Carbine, Rd.	34.75
94 TD, Rd. Bbl.	51.25
94 TD, Oct. Bbl.	54.25
30 Army, .303 British, 30 Govt. '06, 35, 405—	
95 SF, Rd. Bbl.	49.25
95 SF, Carbine, Rd.	49.25
95 SF, Musket, Rd.	53.00
95 TD, Rd. Bbl.	62.25
02 SS, .22, Rd. Bbl.	7.50
03 .22, Rd. Bbl.	41.00
04 SS, .22, Rd. Bbl.	9.00
05, 35, Rd. Bbl.	47.50
06 .22, Rd. Bbl.	21.50
06 Expert, .22, Rd.	24.75
07, 351, Rd. Bbl.	57.50
10, 401, Rd. Bbl.	57.50
52, Bolt Act., .22, Rd.	57.50
87, SS, Mskt., .22, Rd.	49.25
97 SF	42.75
97 TD	46.00
11 TD	61.50
12 Hammerless, TD	54.25
12 Tournament	82.25
12 Trap	101.00
12 Pigeon	197.00
12 Hammerless TD, Tourn. with Ventilated Rib	154.25
Trap	164.00
Pigeon Eng.	260.00

Add $10.75 to Tournament grade shotgun for extension action slide handle, model 12, and $17.25 to Trap or Pigeon grade for extension action slide handle, model 12.

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box.; 100's, 10c box.

Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.	.25	.50	7—Asst.	.25	.50
8 "	.25	.50	8 "	.25	.50
9 "	.25	.50	9 "	.25	.50
10 "	.25	.50	10 "	.25	.50
12 "	.25	.50	12 "	.25	.50

Copper Iron, with Burrs—08 Asst., 15c, ½-lb. box; 010, 20c.

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RETAIL SELLING PRICES—Continued.

RIVETS—Tinner's—
Tinned (in bulk), 25c.
Tinned (in papers)—8-oz., 25c; 12-oz., 30c; 14-oz., 35c; 1-lb., 40c; 1½-lb., 45c; 2-lb., 60c; 2½-lb., 70c; 3½-lb., $1.00; 4-lb., $1.10; 5-lb., $1.20; 6-lb., $1.40; 7-lb., $1.65; 8-lb., $1.90; 10-lb., $2.65; 12-lb., 3.25; 14-lb., $3.75.
Tubular Harness—50S, per box, 15c; 100S, 25c.

ROOFING—(See Paper).

ROPE—Cotton—	3/16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	96	45	20	12	8	6	4½	3
Cents per ft.	1¼	2	3½	6	10	12	20	30
Manila—	3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	80	55	27	13½	7½	6.1	4.5	3.8
Cents per ft.	½	¾	1¼	2¼	.4	.5	.6½	.8
Sisal—								
Ft per lb	70	40	24	14	9	6.8	4 9	3.6
Cents per ft.	½	¾	1¼	2	3½	4	5½	7½
Galv.Wire—	3/16	¼	⅜	½	⅝	¾	⅞	1
Cents per ft.	1¾	2½	4¾	7¼	...	...	...	...
Thimbles	.05	05	10	15	15	15	20	
Clips, Galv.	10	15	20	25	35	45	50	
Clips, Jap'd	10	10	15	20	30	35	45	

ROPE—(Portland Cordage Co. list)—**Basis Prices**—Per lb., ¾-in. diameter or larger—Manila, Cloverleaf, 25c; Manila, Seaport, 20c; Life Line Lariat, 3 or 4 strand, 33c; Bronco Lariat, Red Thread, 3 or 4 strand, 30c; Black Hawk Lariat, 4 strand, 7 16-in., 20c; White Sisal Lariat, Red Thread, 3 or 4 strand, 20c; White Sisal, 20c; Sisal, 20c.
Differentials—3-16-in. dia. (6 thread line), 2½c; ¼-in. 5-16-in. (6 and 9 thread), 2c; ⅜-in. (12 thread), 1½c; 7-16, ½, 9-16-in. (1¼, 1⅛, 1¾ cir.), 1c; ⅝-in. (2-in. cir.), ½c.

RULES, Boxwood: Lufkin Stanley — 171 (36), each, 55c; 372 (36½), 80c; 386 (32), 85c; 388 (32½), $1.25; 465 (69), 20c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 761 (63), 45c; 762B (7), $1.00; 771 (84), 70c; 780 (62½), 85c; 781 (62), 75c; 781C (62C), $1.65; 808 (5), $1.10; 861A (53½), 85c; 862C (83½), $1.35; 871 (52), 75c; 882 (76), $1.15; 881 (54), $1.00; 3851 (66½), 65c, 3861 (66¼), 75c; 3881 (66¾), $1.65; 4883 (94), $3.00.
Zigzag, Aluminum — No. 423, 3-inch, each, $1.15; 424, 4-inch, $1.50; 425, 5-inch, $1.75; 426, 6-inch, $2.25.
Riveted Joint: Yellow — No. 803F, 3-inch, each, 25c; 804F, 4-inch, 30c; 805F, 5-inch, 40c; 806, 6-inch, 45c. White—853F, 3-inch, each, 30c; 854F, 4-inch, 35c; 855F, 5-inch, 45c; 856F, 6-inch, 55c.
Concealed Joint — No. 04, 4-inch, each 45c; 05, 5-inch, 60c; 06, 6-inch, 70c; 08, 8-inch, 90c; 104, 4-inch, 50c; 105, 5-inch, 65c; 106, 6-inch, 75c; 108, 8-inch, $1.00; 703, 3-inch, 25c; 704, 4-inch, 30c; 705, 5-inch, 40c; 706, 6-inch, 45c; 708, 8-inch, 65c; 703, 3-inch, 30c; 704, 4-inch, 35c; 705, 5-inch, 45c; 706, 6-inch, 55c.
With Hook—No. H8516, 6-inch, each, 55c; H8526, 6-inch, 60c.
Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 1131, 1141, Zig-zag, 65c; 1132, 1142, Zig-zag $1.25; 1143, Zig-zag, $1.85.

SAWS — Cross Cut —

	S 520	A51 and 52 S503 and 513	V251 and 252	V360	V361
5	$ 7.65	....	....	$ 6.70	$5.65
5½	8.55	....	....	7.40	6.30
6	9.60	$12.80	$ 8.60	8.10	6.85
6½	10.85	14.40	9.80	8.80	7.40
7	12.12	16.00	10.85	9.45	8.00
7½	....	17.60	11.95	10.10	8.55
8	....	19.35	13.10	10.85	9.15
8½	....	21.30			
9	....	23.30			
10	....	27.35			

One-Man Cross Cut —	A1000	A749	S222
3	$5.55	$4.70	$3.95
3½	3.65	5.30	4.45
4	4.15	6.00	5.00
4½	4.60	6.60	5.55
5	5.25	7.40	6.10
5½	5.70	...	6.55

SAWS—Hand—
61, 62, 361, 362, Simonds Blue Ribbon, or 12 Disston or 69 Atkins
18 inch 2.95
20 inch 3.20
22 inch 3.50
24 inch 3.80
26 inch 4.10
28 inch 4.45
71, 72, 371, 372, Simonds Blue Ribbon; D8 Disston or 51 Atkins
18 inch 2.35
20 inch 2.60
22 inch 2.80
24 inch 3.00
26 inch 3.15
28 inch 8.60
10½ Simonds
18-inch 2.20
20-inch 2.35
22-inch 2.60
24-inch 2.75
26-inch 2.90
28-inch 3.40
No. 10 Simonds or 7 Disston
18 inch 2.10
20 inch 2.25
22 inch 2.50
24 inch 2.60
26 inch 2.75
28 inch 3.25
No. 120 Disston
26 inch 6.20
28 inch 6.60
No. 112 Disston
26 inch 5.25
28 inch 5.60
No. D 100 or No. D 20 Disston
26 inch 4.35
28 inch 4.85

SAWS—	10-in.	12-in.	14-in.	16-in.
Back, No. 4 (Sd. No. 96)	2.25	2.50	3.00	3.25
Compass, No. 2 (Sd. No. 87)	.75	.75	.80	.85
Compass, No. 30	.45	.45	.45	.45
Kitchen, No. 0	...	.70	.75	.80
Butcher—	18-in.	20-in.	22-in.	24-in. 26-in.
No. 5 (Sd. No. 250)	3.50	3.50	3.75	3.75 4.00
No. 7 (Sd. No. 255)	2.50	2.75	2.75	3.00 ....
No. 70	1.75	1.85	2.00	2.10 ....
Panel—				
No. 7 (Sd. No. 10)	.200	2.25	2.50	2.75 ....
No. 8 (Sd. No. 72)	....	2.50	2.75	3.00 ....
No. 12	3.00	3.25	3.50	3.75 ....
No. 091	.95	1.00	1.10	1.25 ....
Plymouth	2.25	2.35	2.50	....

BUCK—No. 40, $2.50; No. 302, $1.50; No. 617, $1.65; No. 618, $1.65; No. 623, $1.75; No. 677, $2.25.
Blades—No. 4, 4B, 66, 75c; No. 77, $1.25. Rods, 20c.
Coping—No. 100, 30c; No. 110, 45c.
Keyhole—No. 5, 45c; No. 95, 75c.
Pruning—Disston No. 4, 16-in., $1.75; 18-in., $1.85; No 50, 12-in., $1.15; 14-in., $1.25; No. 112, $2.35.

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P	1.50
Spec. Morrill	2.00
105 Morrill	.60
1 Morrill	2.00
10	1.20
77	1.00

SAW TOOLS—

Clipper Outfit	.75
Morrill's Raker Gauge—	
No. 1	1.50
No. 6	2.25
No. 9	2.50
Atkins Raker Swage	.45
5-M Tooth Gauge	.25
Jointers Pikes Perf.	.75
Jointers No. 7 Sterns.	.70

X CUT—

Morrill No. 8	1.30
Baker No. 8	2.35
Colonial	1.40
7 Taintor	2.00
28 Triumph	1.65
Hammer	.85
Lever	.25
Morin No. 2	3.25
Morin No. 2½	4.50
Morin No. 3	3.00
Setting Tool Disston—	
No. 100	.80
No. 4 Setting Blocks—	
No. 4 Blocks, Morin	1.25
Swages No. 0 Disst	4.75
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins, Excelsior	.85

SCALES: Counter—508, each, $25.00; 510, $27.00.
Family — 1021, each, $2.75; 11021, $3.50; 1621, $4.50; 6021, $3.00; 16021, $3.25. Extra Scoops, each, $1.25.
Peddlers'—243, each, $5.25; 243E, $5.75; 243G, $6.00; 262, $8.00; 272, $9.75; 343, $4.75; 343E, $5.00; 343G, $5.00; 0343, $5.25; 0344E, $5.75.
Platform—500-lb., each, $30.00; 1000-lb., $37.50.
Spring Balance — 50, each, 25c; 51, 40c; 81, 55c; 84, $1.25; 86, $3.25; 87, $5.50; 2022, $7.75.
Scale Beams—200-lb., each, $4.00; 300-lb., $6.25; 400-lb., $7.50.
Extra Poises — 1-lb., each, 75c; 2-lb., 85c; 3-lb., $1.10; 4-lb., $1.25.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7⅛ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.
Wiss—No. 4BH, $1.25 each; 54½, 85c; 155, 90c; 55½, 95c; 56, $1.00; 56½, $1.05; 57, $1.10; 154½, $1.00; 155, $1.05; 155½, $1.10; 156, $1.15; 156½, $1.25; 157, $1.30; 364, $1.10; 364½, $1.15; 365, $1.20; 366, $1.25; 463, 95c; 463½, $1.00; 464, $1.10; 573, $1.15; 573¾, $1.25; 574¼, $1.40; 663, $1.15; 663½, $1.25; 664, $1.40; 763, 95c; 763½, $1.00; 764, $1.05; 764½, $1.10; 765, $1.15; 765½, $1.20; 766, $1.25; 773, $1.05; 778½, $1.10; 774, $1.15; 814, $1.15; 814½, $1.20; 815, $1.25; 815½, $1.30; 816, $1.35.

SCOOPS—Common Hollow Back — Black — No. 2, $1.75 each; 3, $1.75; 4, $1.85; 5, $1.85; 6, $1.90; 7, $2.00; 8, $2.10; 9, $2.25; 10, $2.35.

SCREEN DOORS—(See Doors).

SCREENS, WINDOW—Adjustable Continental Wood Frame—No. 1533, 55c each; 1833, 60c; 2433, 75c; 2437, 85c; 2837, 95c; 3033, 95c; 3037, $1.05.
Sherwood Steel Frame—No. 1833, 75c each; 2433, 90c; 2437, 95c; 3037, $1.20.

SCREWS—
Machine—Brass—Flat or Round Head:
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Diameter	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.30	.30	.35	.40	...
3	.30	.30	.35	.40	...
4	.30	.30	.35	.40	.40
6	.30	.35	.40	.45	.60
8	.50	.55	.60	.65	.80
10	.65	.75	.85	1.00	1.25
12	.85	1.00	1.10	1.25	1.50
¼"(14)	1.60	1.75	2.00	2.10	2.40
5/16"(16)	...	2.75	3.00	3.25	3.75
⅜"(18)	...	3.25	3.50	3.75	4.50

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RETAIL SELLING PRICES—Continued.

	1¼-in.	1½-in.	1¾-in.	2-in.
2	...	...	...	...
3	...	...	...	...
4	.50	.65	...	...
6	.70	.90	1.15	1.30
8	.95	1.15	1.35	1.60
10	1.40	1.50	1.75	2.00
12	1.75	2.00	2.25	2.50
¼"(14)	2.75	3.00	3.25	3.75
5/16"(16)	4.25	4.75	5.25	5.75
⅜"(18)	5.25	6.25	6.75	7.25

Iron—Flat or Round Head:

Diameter	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.20	.25	.25	...
3	.20	.20	.25	.25	...
4	.20	.20	.25	.25	.30
6	.20	.25	.25	.30	.35
8	.25	.30	.30	.35	.40
10	.35	.40	.45	.45	.45
12	.45	.45	.50	.50	.50
¼"(14)	.60	.65	.65	.70	.75
5/16"(16)	...	1.00	1.00	1.10	1.20
⅜"(18)	...	1.20	1.25	1.30	1.35

	1¼-in.	1½-in.	1¾-in.	2-in.
2	...	...	...	...
3	...	...	...	...
4	.35	.40	...	...
6	.40	.45	.50	.65
8	.45	.50	.60	.75
10	.55	.65	.75	.85
12	.60	.70	.80	.90
¼"(14)	.90	1.00	1.25	1.50
5/16"(16)	1.40	1.60	1.75	2.00
⅜"(18)	1.50	1.75	2.00	2.25

SCREWS: U. S. S. Thread, Iron—

Length (inches)	¼-in.	5/16-in.	⅜-in.	7/16-in.	½-in.
¾	.25	.25	.35	.40	.50
⅞	.25	.25	.35	.40	.50
1	.25	.30	.35	.45	.55
1¼	.30	.35	.40	.50	.55
1½	.35	.35	.40	.50	.60
1¾	.35	.40	.45	.55	.65
2	.40	.40	.45	.60	.70
2¼	.40	.45	.50	.65	.75
2½	.45	.50	.55	.70	.80
3	.50	.55	.60	.75	.90
3½	...	...	...	.85	.95
4	...	...	...	.90	1.00

	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.70	...	...	...
⅞	.75	...	...	...
1	.75	1.00	1.65	...
1¼	.80	1.00	1.65	2.10
1½	.85	1.10	1.75	2.10
1¾	.90	1.25	1.90	2.10
2	.95	1.30	2.00	2.35
2¼	1.00	1.40	2.25	2.50
2½	1.10	1.50	2.40	2.75
3	1.25	1.60	2.65	3.00
3½	1.40	2.10	2.85	3.50
4	1.50	2.25	3.00	4.00

S. A. E. Thread—Steel:

Length (inches)	¼-in.	5/16-in.	⅜-in.	7/16-in.
¾	.25	.30	.35	.50
⅞	.30	.35	.40	.50
1	.30	.35	.40	.55
1¼	.30	.40	.40	.55
1½	.35	.40	.45	.60
1¾	.35	.45	.45	.65
2	.40	.45	.50	.70
2¼	.45	.50	.55	.75
2½	.50	.55	.60	.80
2¾	.55	.60	.65	.85
3	.60	.65	.70	.90
3½	.70	.75	.80	1.00
4	.75	.85	.90	1.15

	½-in.	9/16-in.	⅝-in.	11/16-in.
¾	.55	...	...	...
⅞	.55	...	...	...
1	.55	.90	...	...
1¼	.60	.90	...	...
1½	.65	.95	1.10	1.30
1¾	.75	1.00	1.20	1.40
2	.80	1.10	1.30	1.45
2¼	.85	1.20	1.35	1.60
2½	.90	1.30	1.45	1.70
2¾	.95	1.35	1.60	1.80
3	1.00	1.45	1.70	1.90
3½	1.15	1.60	1.90	2.10
4	1.30	1.85	2.15	2.15

SQUARE HEAD SET—V. or U. S. S. Thread—

	¼-in.	5/16in.	⅜-in.	7/16-in.	½-in.
½	.15	.15	.20	.20	.30
¾	.15	.15	.20	.20	.30
⅞	.15	.20	.25	.25	.35
1	.15	.25	.30	.30	.35
1¼	.20	.25	.30	.35	.40
1½	.25	.30	.30	.35	.40
1¾	.30	.30	.35	.40	.45
2	.30	.35	.40	.45	.50
2¼	.35	.40	.45	.50	.55
2½	.40	.40	.50	.55	.70
3	.45	.45	.60	.60	.80
3½	...	...	...	.65	.95
4	...	...	...	.70	1.05

	⅝-in.	¾-in.	⅞-in.	1-in.
½	...	...	...	...
¾	.45	...	...	...
⅞	.50	...	...	...
1	.55	.85	...	...
1¼	.65	.90	1.50	...
1½	.75	1.00	1.60	2.15
1¾	.80	1.10	1.75	2.40
2	.85	1.15	1.90	2.50
2¼	.90	1.25	2.00	2.85
2½	.95	1.35	2.25	3.00
3	1.00	1.50	2.40	3.25
3½	1.10	1.65	2.50	3.50
4	1.25	1.75	2.75	3.75

WOOD—Steel, Flat or Round Head—

Size.	⅛-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2..	.25	.25	...	...	...	...	...
3.....	.25	.25	.25	.25	.25	.30	.30
4.....	.25	.25	.25	.25	.30	.30	.30
5.....	...	.25	.30	.30	.30	.30	.30
6.....	...	.30	.30	.30	.30	.35	.35
7.....	...	.30	.30	.30	.35	.35	.35
8.....	...	.30	.35	.35	.35	.35	.40
9.....	...	.35	.35	.35	.35	.40	.40
10.....	...	...	.40	.40	.40	.40	.40
11.....	...	...	.40	.40	.40	.45	.45
12.....	...	...	.45	.45	.45	.45	.50
13.....	...	...	...	.45	.50	.50	.55
14.....	...	...	...	.45	.55	.55	.60
15.....	...	...	...	...	.60	.60	.70
16.....	...	...	...	...	.65	.70	.90
17.....	...	...	...	...	...	...	.95
18.....	...	...	...	...	...	...	1.00
20.....	...	...	...	...	...	...	1.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3.....	.30	.35	...	...	...	...	...
4.....	.35	.40	...	...	...	...	...
5.....	.35	.40	.45	.50	.55	.70	...
6.....	.40	.40	.50	.55	.60	.70	1.05
7.....	.40	.45	.50	.55	.60	.75	1.05
8.....	.40	.45	.55	.60	.65	.80	1.10
9.....	.45	.50	.55	.60	.65	.80	1.15
10.....	.50	.50	.60	.65	.70	.85	1.15
11.....	.50	.55	.60	.65	.75	.90	1.15
12.....	.55	.60	.65	.70	.80	.95	1.15
13.....	.60	.65	.70	.80	.85	.95	1.20
14.....	.65	.70	.80	.85	.95	1.00	1.25
15.....	.75	.80	.95	.95	1.10	1.15	1.35
16.....	.90	1.00	1.05	1.10	1.25	1.30	1.50
17.....	.90	1.15	1.25	1.20	1.35	1.50	1.70
18.....	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20.....	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristo)—
¼-inch, 10c each; 5-16, 10c; ⅜, 10c; 7-16, 10c; ½, 12½c; ⅝, 15c; ¾, 20c; ⅞, 25c; 1-inch, 35c.

SCREWS—Gimlet Point, Square Head (Per 100)—

	¼" and 5/16"	⅜"	½"	⅝"	¾"
1.....	1.60	....	....	....	....
1¼.....	1.60	1.95	....	....	....
1¾.....	1.75	2.00	....	....	....
2.....	1.75	2.10	2.95	4.25	....
2½.....	1.90	2.30	3.20	4.65	....
3.....	2.00	2.50	3.45	5.00	7.00
3½.....	2.15	2.65	3.70	5.35	7.50
4.....	2.30	2.85	3.95	5.70	8.00
4½.....	2.45	3.00	4.20	6.05	8.50
5.....	2.60	3.20	4.45	6.40	9.00
5½.....	2.75	3.45	4.75	6.75	9.50
6.....	2.85	3.60	5.00	7.15	10.00
6½.....	....	3.75	5.25	7.50	10.60
7.....	....	4.00	5.50	7.85	11.10
7½.....	....	4.20	5.75	8.20	11.55
8.....	....	4.35	6.00	8.55	12.00
9.....	....	....	6.50	9.25	13.00
10.....	....	....	7.00	10.00	14.00
12.....	....	....	8.00	11.50	16.00

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c; 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.
Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, $1.00; 8, $1.15; 10, $1.50; 12, 95c. No. 15, 2-inch, 70c; 3, 75c; 4, 80c; 5, 85c. No. 80, $3.00; 81, $4.00; 35, $2.25; 60, $1.00; 130, $3.50.

SCREW DRIVERS—G. & P. — 1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.85
Weed—	
300	2.50
350	2.85

Grass—

No.	Each.
200	2.50
250	2.85
100	2.50
150	2.85

SHEARS—Bench—P. S. W.—No. 4, $14.75; No. 5, $12.50; No. 6, $10.75.

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RETAIL SELLING PRICES—Continued.

SHEETS, IRON — Galvanized — 10 to 16, 10c; 18 to 24, 10c; 26 to 27, 10c; 28, 10c; 30, 10c. Black, 12 to 16, 9c lb.; 18 to 28, 9c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50; Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 11c; 9c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 10c full sheet.

SHIELDS—Lag Screw — Expansion— SEBCO —Per hundred list.

3-16 inch	18.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.
American Double Barrel—Hammer, $20.00; Hammerless, $24.00.
Fox, Double Barrel—Grade A—NE, $62.00; E, $74.50. Grade C—E, $115.00. Sterlingworth—NE, $48.00; E, $60.50. Trap—E, $160.00.
Ithaca Double Barrel—Grade 1—NE, $47.50; E, $62.50 Field—NE, $37.50; E, $52.50.
Iver Johnson, Single Barrel—Champion—NE, $13.00; E, $13.50. E, Rib, $16.00.
L. C. Smith, Double Barrel—Field—NE, $46.25; E, $58.50. Fulton—NE $35.00. Ideal—NE, $55.50; E, $69.25.
Stevens, Single Barrel—105, $13.00; 107, $13.50; 181, $22.50.
Stevens, Double Barrel—215, $20.00; 235, ...; 315, $23.00: 335, $32.40: 345, $36.00: 520, $43.50.
Remington Repeating — 10A, $52.50 each; 10AR, $62.10; 10C, $71.75; 10CR, $81.35; 11A, $62.15; 11AR, $71.75; 11C, $75.75; 11CR, $85.35; 17A, $52.50.
Winchester—

97 SF, 12 Ga., Stand. 42.75	11 TD, 12, Trap....114.50
97 TD, 12 Ga., Std.. 46.00	11 TD, 12, Pigeon...249.50
97 TD, 12, Tourn... 75.50	12 TD, 12, 16, 20 St. 54.25
97 TD, 12, Trap.... 95.25	12 TD, 12, 16, 20 Tu. 82.25
97 TD, 12, Pigeon...185.50	12 TD, 12 16 20 Tp.101.00
11 TD, 12, Stand.... 61.50	12 TD, 12 16 20, Pg.197.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $1.35 each; Carter's, $1.85; Ames, $2.25.
Plain Black Polished — 4th Grade, $1.50 each; Carter's, $2.00; Ames, $2.25.
Riveted Strap Back Black—Ames, $2.00 each.
Riveted Strap Back Polished — 4th Grade, $1.50 each; Ames, $2.25.
Solid Socket—Maynard—Black, $2.50 each; Polished, $2.65.
Fire, Sheet Steel—Jumbo, 25c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.75; Chester, $2.00.

SMOOTH-ON—75c lb.

SOLDER — ½ and ⅓, 35c lb.; No. 1, 90-100, 35c; Wiping.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—
Major League Baseballs, $2.00; Junior League Baseballs, $1.50; Special League Baseballs, $1.75; Lowest Quality, 15c.
Major League Catchers' Mitts, highest quality, $15.00; lowest quality, $1.00.
Major League Basemen's Mitts, highest quality, $9.00; lowest quality, $1.00.
Major League Fielders' Gloves, highest quality, $8.00. lowest quality, 75c.
Player's Model Bats, $2.50; lowest quality, 25c.
Chest Protectors, $9.00.
Jack Strops, 50c.

TENNIS GOODS—
Tennis Racket, highest quality, $13.50; lowest quality, $2.50.
Championship Tennis Balls, 50c; Practice Tennis Balls, 10c.
Tennis Net, highest quality, $20.00; lowest quality, $3.00.
Tennis Reels, $1.50.
Racket Cases, Canvas, $1.50; Felt, $1.00. Racket Press, $1.00.
Racket Restringing, English Gut, $5.00; American Gut, $4.00; Japanese Gut, $2.25.

GOLF GOODS—
Golf Balls, highest quality, High Power, 75c; Medium Power, 50c; lowest quality, 65c.
Golf Clubs, Standard Woods, $5.50; Standard Irons, $4.50.

TRACK AND FOOTBALL—
Javelins, Official, $6.00.
Discus, Official, $10.00.
Vaulting Poles, 16-foot, $10.00; 14-foot, $10.00; 12-foot, $9.00.
American Football, Official, $9.00; lowest quality, $1.75.
Soccer Football, Official, $10.00; lowest quality, $3.00.
Athletic Jerseys, $4.00.
Running Shirts, 60c.
Running Pants, 90c.

GYMNASIUM AND PLAYGROUND—
Basket Balls, Official Indoor, $13.50; lowest quality, $4.00. Official Outdoor, $13.50.
Play Ground Balls, 12-inch Outseam, $1.75; 14-inch Outseam, $2.00; 12-inch Regular Seam, $1.50; 14-inch Regular Seam, $1.75; Children's, 25c.
Play Ground Ball Bats, $1.00.
Hand Balls, 1⅞-inch, 35c; 2¼-inch, 40c.
Volley Balls, Official, $7.00; lowest quality, $3.50.
Boxing Gloves, 10-oz. best, $13.50; 8-oz. best, $12.00; 6-oz. best, $9.00.
Striking Bags, best $10.00; lowest quality, $3.00.

SPRAYERS: Bucket Pump—305, each, $22.50; 324, $10.00; 327½, $6.
Hand — Faultless, each, 60c: Misty, 70c; Midget, 50c; Feeney, $22.50.
Compressed Air—Meyers Pneumatic, each, $8.75; Utility Knapsack, $9.00.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $8.00: Barnes, 276, $12.30; Little Giant, 827½, $7.25; Acme Pressure 345, $9.00: Defiance No. 324, $10.00.

SPRINKLERS, LAWN: Dew Drop—7-foot, brass, each, $3.25; 8-foot, brass, $3.50; 8-foot, galvanized, $2.85.
Fountain—Crescent, each, 90c. Square, 65c.
Pluvius—½-inch and ¾-inch, $2.25.
Ring, each, $1.00.
Ross, 59R, each, 80c.
Thompson's—70, each, 35c; 75, 45c; 90, 25c; 95, 35c; 100, 45c; 120, 50c; 135, 30c; 125, $5.50; 126, $6.00; 127, $6.75; 130, $1.00; 131, $1.75.
Will's—4-foot, each, $1.35; 5-foot, $1.75; 6-foot, $2.00; 7-foot, $2.50; 8-foot, $2.75; 10-foot, $3.50.

SQUARES—Steel—No. 3, $2.00 each; 14, $1.85; 100, $2.25.
Blued—No. 1, $3.00; 100, $3.25.
Take-Down Rafter—No. 100, Polished, $4.55; Nickeled, $5.00; Blued, $5.60.
Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., $1.25. No. 2, 4½-in., 60c; 6-in., 80c; 7½-in., 85c; 9-in., $1.10; 12-in., $1.50.
N. P.—No. 3, $3.00; 12, $1.75.
Lufkin—No. 65, 9-in., $2.00; 12-in., $2.25.

	4	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	....	....	....
20	...	.85	1.15	1.35	1.65

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STONES, SHARPENING—Aloxite or Carborundum—No. 107, $1.25 each; 108, $1.75; 109, $1.25; 110, $1.50; 111, $1.00; 112, 85c; 115-117, $1.50; 118-120, $1.35; 121-123, $1.15; 124-126, 90c; 130-132, 65c; 133-135, $1.25; 136-138, 75c; 142-144, 65c; 145-147, 45c; 149, 20c; 174-176, $1.15; 177-179, 65c; 180-182, 90c; 183-184, 65c; 195, 45c; 196, 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES: Cook—Perfection, Superfex burners—No. 302, two burners, $32.00; No. 303, three burners, $41.00; No. 304, four burners, $52.00.

Perfection Oil Heaters—
Heaters equipped with Steel Reservoirs (lead coated)—No. 520, black drums, nickeled trimmings, $7.75; No. 525, black drums, japanned trimmings, $7.75; No. 530, black drums, nickeled trimmings, $9.50; No. 630, blue enameled drums, nickeled trimmings, $12.00.
Heaters equipped with brass reservoirs — No. 550, black drums, japanned trimmings, $9.50; No. 560, black drums, nickeled trimmings, $11.00; No. 660, blue enameled drums, nickeled trimmings, $13.50; No. 760, white and gold enameled drums, nickeled trimmings, $14.25.
Floor Pan for No. 500 and 600 and 100 and 200 line heaters, except No. 520 (packed in cases of 1, 3 or 12) 55c per pan.
Wicks with Carriers: No. 500, heater wicks with carriers, for 500 and 600 and 100 and 200 line heaters—$4.80 per dozen; $57.60 per gross. No. 325, heater wicks with carriers, for 300 and 400 line heaters—$4.80 per dozen; $57.60 per gross.
Blue Chimney—No. 31, one burner, $13.00; No. 32, two burners, $18.00; No. 33, three burners, $23.00; No. 34, four burners, $30.00; No. 35, five burners, $42.00.
Puritan — No. 22, two burners, $18.00; No. 23, three burners, $23.00; No. 24, four burners, $30.00; No. 25, five burners, $42.00.

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft., ¾-inch, 10c.

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RETAIL SELLING PRICES—Continued.

SWEEPERS, CARPET—Bissell's American Queen, $6.25; Club, $13.00; Elite, $7.00; Gold Medal, $5.75; Grand Rapids (Nic.), $5.50; Grand Rapids (Jap.), $5.00; Grand (Jap.), $7.00; Parlor Queen, $6.50; Princess, $5.75; Prize, $5.75; Universal (Nic.), $5.25; Universal (Jap.), $4.75; Welcome, $5.75; Superior, $5.50.

SWEEPERS, VACUUM — Grand Rapids, $11.00; Household, $9.00.

SWEEPERS, TOY—Little Daisy, 25c; Little Queen, 50c; Little Jewel, $1.50.

Retail prices on the following Western and Southern States are 50c higher on regular, Grand and Vacuum Sweepers; $2.00 on Club; 5c on Little Daisy, and 15c on Little Jewel, on account of the freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Texas, Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c. Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ½-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c; 10, 25c.

Gimp—⅛ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.

Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c; 10, 25c; 12, 25c.

Double Pointed—Blued, ⅛ lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 25c lb.; 10, 25c; 12, 25c.

TAPES, MEASURING—(Lufkin)—(Starrett)—

Asses' Skin			
No.	Each		
710	.50		
713	.65		
715	1.10		
716	1.25		
730	.65		
733	1.10		
735	1.40		
Steel			
736	1.65		
Metallic			
500	2.75		
503	4.00		
505	4.35		
506	6.35		
Pocket			
143	.80		
145	1.00		
165	.20		
3143	.50		

100	5.00
103	7.75
200	5.50
203	9.00
205	13.00
206	16.00
240	4.35
243	5.25
245	7.00
246	9.00
260	4.85
263	5.85
265	7.50
266	10.00
550	4.00
553	4.85
555	6.35
556	8.25
1240	4.00
1243C	5.0C
1260	4.50
1263	5.65

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15. 100, $1.35.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160. 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance, Machinists'—Prentiss—No. 2, $16.50 each; 2½, $19.25; 3, $22.50; 4, $36.50; 5, $53.00; 6, $68.00; 19, $19.75; 19½, $24.00; 20, $29.00; 21, $46.25; 22, $64.00; 51, 12.00; 52, 14.00; 53, $17.00; 54, $22.50; 55, $33.00; 56, $42.00; 57, $60.00; 161, $3.75; 161½, $5.00; 162, $5.75; 163, $9.50. Oval Slide—No. 0, 2½-inch, $4.00 each; 1, 3-inch, $4.50; 2, 3½-inch, $5.75; 3, 4-inch, $8.25; 4, 4½-inch, $12.50.

Pipe—Hinged—No. 600, $3.75 each; 671, $4.50; 672, $6.75; 673, $10.00; 674, $21.00. Chain—No. 1, $4.00; 2, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

TAPE—Friction—⅛ lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles.

TIN—Bar and Pig, $1.30 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra, two sides, 2c.
Flashing IC, 1x1, $2.25 per 100 feet; ¼x1, $2.25.
Shingles—5x7, 30c dozen.
Valley—14-inch, 12c per foot, $10.00 per roll; 20-inch, 18c per foot, $15.00 per roll.

TIRES: Sterling—Hardwear—

	Sovereign Cord Tires.		Vacuum Cord.	
	Tires.	Tubes.	Cord.	Seamless Red Tubes.
30x3, Cl.	$14.00	$2.40	....	....
30x3½, Cl., 6-Ply..	16.50	2.80	$19.00	$2.80
30x3½, S., 6-Ply..	23.50	2.80	....	....
32x3½, S., 6-Ply..	25.50	2.95	25.50	2.95
31x4., S., 6-Ply....	29.40	3.45	....	....
32x4, S., 6-Ply....	32.40	3.65	32.40	3.65
33x4, S., 6-Ply....	33.40	3.80	33.40	3.80
34x4, S., 6-Ply....	34.25	4.00	34.25	4.00
32x4½, S., 8-Ply..	41.90	4.65	41.90	4.65
33x4½, S., 8-Ply..	42.85	4.75	42.85	4.75
34x4½, S., 8-Ply..	43.90	4.90	43.90	4.90
35x4½, S., 8-Ply..	45.20	5.10	45.20	5.10
33x5, S., 8-Ply....	52.15	5.70	52.15	5.70
35x5, S., 8-Ply....	54.75	6.00	54.75	6.00

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length—	⅜-in.	3-16-in. Diameter—	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length—	⅛-in.	3-16-in. Diameter—	¼-in.
3-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.35	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Turner Brass: Gasoline-Kerosene Torch No. 18, $14.40 each; Gasoline, No. 53, $15.00; Gasoline-Kerosene Torch No. 28, $18.40; Gasoline, No. 95, $18.10.

TRAPS—Fly—Harper, 40c each; Balloon, 35c; Avis, 1, $2.75; Avis 2, $2.25; Avis 3, $2.00.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse, $1.10; 2 Newhouse, $1.40; 3 Newhouse, 2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No 1 Oneida Jump, 35c; 1¼ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.

Gopher—Best, 25c each; U. K., 30c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 80c.

Mole—Reddick, $1.25 each; Out-O-Sight, $1.50.

Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker, Wood, 20c; Choker, Tin, 15c; Delusion, 30c; Holdem, 65c; Marty, 30c.

Rat—Holdfast, 15c each; Out-O-Sight, 20c; Holdem, $1.25; Marty, small, 60c; large, $1.50.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TRUCKS — Lansing —

Dandy Bag, $5.00; Lansing Bag, $5.60. Warehouse and Store:	No. 1	No. 2	No. 3
Inside Wheels, Western	$8.40	$11.00	$16.00
Outside Wheels, N. Y. Pattern...	8.00	10.00	12.00

Reynolds 4-wheel Flat, 3000 lbs. capacity—No. 9, 2x4, $36; No. 18, 2x5, $39.00; No. 21, 3x5, $43.00.

TWINE—Cotton—Wrapping, 30 to sack, 15c lb; 60 to sack, 10c. 2-lb. Cones, $1.25 lb: Budding, ½-lb. balls, 35c lb. Flax—¼-lb. balls—18BB, 15c ball; 24BB, 15c. ½-lb. balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BC, 35c; 24BC, 35c; 36BC, 35c. Buffalo Asst., 10c ball.

Hemp Spring—No. 4½, ½-lb. ball, 20c; 1-lb., 35c. No. 6, ½-lb. ball, 20c; 1-lb., 35c.

Jute Wrapping—½-lb. balls—2-ply, 20c lb.; 3-ply, 20c lb. 2-lb. cones, 1 and 2-ply, 35c lb. Wool, 1-lb., 40c.

Mattress—¼-lb. balls, 35c lb.

Sacking—Medium Quality, 30c lb.; Extra Quality, $1.00. Many Ends. $1.00 lb.

VISES—Bench—Bonney—No. 1006, $1.65 each; 1007, $1.75; 1008, $9.00; 1010, $3.00. Yankee—No. 990, $3.50; 1998, $9.25.

Hand—1 Alford, $5.25 each; 2 Alford, $5.00; 21 Stearns, 75c.

Machinists'—Parker—No. 103, $10.00 each; 103½, $12.00; 104, $13.75; 104½, $17.00; 105, $22.00; 106, $42.00; 203½, $15.75; 204, $18.25; 204½, $21.75; 205, $32.25; 205½ $40.00; 206, $54.50.

Solid Box, Blacksmiths' — 35-lb., $9.00; 50-lb., $10.50; 70-lb., $14.50; 80-lb., $16.50; 90-lb., $19.00; 100-lb., $20.75.

Handy Worker—Stewart, $31.00 each.

$8.75; 3, $21.00. Combination—No. 181, $19.25; 182, $26.25; 182½, $39.00; 183, $54.50.

Woodworkers'—Prentiss—No. 59, $18.00 each. Richards-Wilcox—No. 480-1, $10.50; 480S-1, $11.25; 2, $14.00.

WASHBOARDS—Crown Glass, 90c each; Crown Brass, 80c; Pacific Zinc, 75c; Silver Queen, 65c.

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.: Angle, 10c. Malleable—Standard, 15c lb.; Nail Hole, 15c lb.; Angle, 30c. Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 25c; 2 White, 20c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.

WATCHES—Westclox—Pocket Ben, $2.00 ea.; Glo-Ben, $3.25. $7.00 each; No. 1, 3¼ cu. ft., $7.75; No. 2, 4½ cu. ft., $8.50.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., $1.50; 4 lb., $2.60.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 28c; Cedar Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS — Lansing —
Garden: 1¾ cu. ft., $5.20; 3¼ cu. ft., $8.00; 4½ cu. ft., $8.60
Stave Tray: New Michigan, $4.60; Michigan Jr., $4.00.
Three-Piece Tray, Bolted: Common, $4.20; Climax, $5.60.
Steel Tray, Wood Frame: Klondyke, $6.60: B-1, $9.20; F-4, $11.20.
All-Steel, Tubular: No. H-21, $11.20; H-20, $11.00: A-02, $9.60.

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RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee
27 ..... 1.10
29 ..... 1.50
352 ..... .80
354 ..... 1.10

Boilers, Wash Copper Bottom
IC, 8 ..... 2.75
IC, 9 ..... 3.00
IX, 8 ..... 3.00
IX, 9 ..... 3.25
IXX, 8 ..... 4.25
IXX, 9 ..... 5.00

Copper Rim
IX, 8 ..... 4.00
IX, 9 ..... 4.25

Bowls, Wash
06½ ..... .15
08 ..... .25
6½ ..... .30
8 ..... .40

Buckets, Covered
11 ..... .15
12 ..... .25
14 ..... .35

Buckets, Dinner
1 ..... .75
2 ..... .85
3 ..... .90
30 ..... .75
40 ..... .85

Cans, Milk
1 ..... .35
3 ..... .55
4 ..... .70
01 ..... .30
03 ..... .55
04 ..... .70
102 ..... 4.00
103 ..... 4.50
1020 ..... 5.25
1040 ..... 7.00

Cans, Oil
30 ..... .35
31 ..... .45

Colanders
10 ..... .25
11 ..... .35
104 ..... .40
306 ..... .55

Cookers, Steam
42 ..... 3.25
45 ..... 4.00

Covers, Pot
6-9 ..... .10
10-11 ..... .15
13 ..... .25
15 ..... .35

Cups
211, 212 ..... .10
09, 010 ..... .15
9, 10, 214 ..... .20

Dippers
2 ..... .15
4, 01 ..... .20
02, 31, 32 ..... .25
33, 34 ..... .30
48 ..... .50

Fillers, Fruit Jar
48 ..... .45

Forks
208 ..... .60
206 ..... .75
419 ..... .10
425 ..... .15
1197 ..... .20
1198 ..... .25

Funnels
10, 15 ..... .10
20, 25 ..... .15
30 ..... .20
35 ..... .25
235 ..... 1.25
335 ..... 1.50

Graters
02 ..... .10
020, 100 ..... .20
030, 150 ..... .25

Kettles, Lipped Preserving
160 ..... .35
200 ..... .45
240 ..... .60
280 ..... .75

Ladles
010 ..... .20
11 ..... .25

Measures
63 ..... .20
83 ..... .25
85 ..... .45
86 ..... .65
122 ..... .20
124 ..... .25
126 ..... .50

Moulds, All Kinds
3, Melon 1.65
2, Melon 1.35
4, Melon 1.75

Pails, Dairy
IC, 6-qt. ..... .25
IC, 10-qt. ..... .35
IX, 10-qt. ..... .60
IX, 14-qt. ..... .70
IXX, 10-qt. ... .70
IXX, 14-qt. ... .85
IXXX, 12-qt. .. 1.00
IXXX, 16-qt. .. 1.85
IXXXX, 18-qt.. 2.25
IXXXX, 20-qt.. 2.50

Pails, Fruit Picking
14-qt. ..... .65

Pails, Peddlers
Small ..... .45
Large ..... .55

Pails, Strainer
IX, 10 qt..... 1.10
IX, 12 t..... 1.15
IXX, 12 qt.... 1.25
IXX, 14 qt.... 1.35
Gem, 12 qt.... 1.50
Gem, 14 qt.... 1.65

Pans, Bread
01, 110, 30... .30
140, 200 ..... .30
300 ..... .35

Pans, Corn Cake
06 ..... .25
08 ..... .35
012 ..... .50

Pans, Cake Perfection
Round, 9¼-in.. .15
Round, 10¼-in. .20
Square, 8½-in.. .20
Square, 9-in.... .30
Mt., 9½-in.... .20
Tube, Rd., 9½. .25
Tube, Sq., 9-in. .45

Pans, Dish
10 ..... .70
14 ..... .85
21 ..... 1.25

Pans, Milk IC, Plain
200 ..... .10
200½ ..... .10

IC, Ret.
301, 302 ..... .20
304 ..... .35
306 ..... .40
308 ..... .45
3100 ..... .55

Pans, Muffin
6 ..... .25
8 ..... .30
12 ..... .40

Pans, Patty
All Nos. ..... .10

Pans, Pie
6, Shallow .... .10
9 ..... .15
Deep ..... .15

Pans, Pudding IC, Plain
015 to 018 ... .15
019, 020 ..... .20
021, 022 ..... .25

IC, Ret.
16 ..... .25
18 ..... .35
20 ..... .40
22 ..... .50

Pans, Rinsing IC, Plain
8 ..... .40
14 ..... .50
17 ..... .60

IC, Ret.
8 ..... .50
14 ..... .70
17 ..... .90

Pans, Lipped Sauce
016 ..... .35
020 ..... .45
022 ..... .50
028 ..... .75
030 ..... .85

Pots, Coffee
1 ..... .25
2 ..... .35
4 ..... .50

Pots, Tea
241 ..... .25
241½ ..... .30
242 ..... .35

Raisers, Bread
...4 ..... 2.00
117 ..... 2.50

Scoops
2 ..... .35
4 ..... .50
12 ..... .15
14 ..... .20
20 ..... .50
40 ..... .75

Sieves, Flour
2, 316 ..... .25
318 ..... .30

Sifters, Flour
0 ..... .25
1 ..... .45
10 ..... .70
Acme ..... .35
Nesco ..... .35
Shaker ..... .50

Skimmers
10 ..... .20
45 ..... .10

Spoons, Basting
110 ..... .10
114 ..... .15
312 ..... .20
316 ..... .30

Spoons, Mixing
15 ..... .20
25 ..... .15

Steamers
70 ..... .65
90 ..... .85

Steepers, Tea
12 ..... .25

Strainers Gravy
2, 3 ..... .15
020 ..... .20

Jelly
120 ..... .25
160 ..... .30

Milk
10 ..... .30
121 ..... .40
122 ..... .45

Milk Can
011 ..... .35
33 ..... .50
55 ..... .75
60 ..... 1.85

Soup
20 ..... .40

Turners, Cake
1, 2, 71 ..... .10
6, 13 ..... .15

WICKS—Lamp and Lantern—0, E Flat, 2½c; 1, A Flat, 2½c; 2, B Flat, 2½c, 3, D Flat, 2½c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c.
Stove—4 in. Flat, 10c; 8 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—

	Annealed	Galvanized	Annealed Baling Wire
9 and coarser	Base	.50	...
10	.05	.55	...
11	.10	.60	...
12	.15	.65	.30
13	.25	.75	.40
14	.35	.85	.50
15	.45	1.30	.60
16	.55	1.40	.70
17	.70	1.95	.85
18	.85	2.10	1.00

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 23c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21, 18c; 22, 18c; 24, 20c.
Barbed Wire—80-rod spool—American Special, Cattle, $3.40; Hog, $3.70. Galv. Am. Glidden, Cattle, $4.75; Hog, $5.10.
Catch Weight pools—Cwt.—Galv. Waukeganite, $6.95; Galv. Baker, $6.45; Galv. Glidden, $6.20.
Stove Pipe Wire—Black per Stone—No. 18, $1.90; 19, $2.00; 20, $2.15; 21, $2.20; 22, $2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.
Bowls, Chopping—11-inch, 30c each; 15-inch, $1.35; 17-inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, 80c; 1, 60c; 2, 3, 40c. 2-oz. packages, 15c each.

WRINGERS, CLOTHES—Anchor Brand—Iron Frame—Bicycle, 740, $8.25 each; Domestic, 110, $7.50; Guarantee, 750, $9.00; Pioneer, 22, $6.50; Superb, 2, $4.50.
Wood Frame—Bicycle, 770, $8.25 each; 770B, $14.00; 771, $8.70; Brighton, 110, $7.00; Domestic, 670, $7.75; Guarantee, 790D, $9.00; Universal, 360E, $9.50.

WRINGERS—Mop—Eagle, No. 14, $4.25 each; 22, $5.00 White, No. 3, $4.25; 1, $5.00; 0, $7.00; 8 Steel, $5.00. Vanco, 88, $4.75; 89, $6.25.

WRENCHES—

	Agr.	Coes.	Bergman Barcalo Crescent.	Stillson Trimo.	P. S. W. Strong-hold
6-inch...	.60	.85	.75	1.40	.80
8-inch...	.75	1.00	.90	1.60	1.10
10-inch...	.80	1.25	1.10	1.75	1.25
12-inch...	1.10	1.65	1.65	....	1.85
15-inch...	1.35	2.15	2.50	2.40	2.50
18-inch...	....	2.75	3.60	3.50	2.75
21-inch...	....	3.50	....	5.00	3.25

ZINC: Bar—Lb., 20c. Brazing—21, lb., 50c; 22, 55c; 25, 60c; 10, 85c. Sheet, No. 8—36x84, lb., 20c; 48x96, 20c. Sheet, No. 9—36x84, lb., 20c; 48x96, 20c; 48x108, 20c. Sheet, No. 10—48x96, lb., 20c. Slab—Lb., 15c.

Walter Doust who recently opened at Mt. View, reports a good season's trade.

Glendale Hardware Co. at Glendale, report a very satisfactory season's business and expect to finish a busy year.

The North Texas Hardware Co. of Vernon, Texas, recently increased their stock to $75,000 to take care of an increasing business.

Borland Bros. Hardware Co. at Scranton, Kan., are contemplating erecting a new building to take care of their increasing trade.

L. L. Gilpin recently purchased the business of the Gem State-McCutcheon Hardware Co. at Idaho Falls, and has taken possession.

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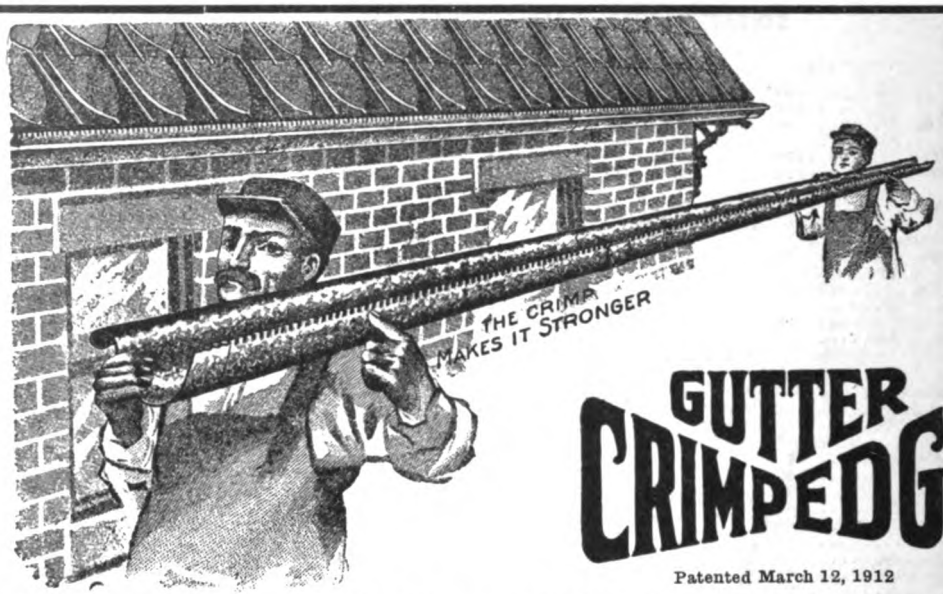
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The Labor Saving Eave Trough

GUTTER CRIMPEDGE

Patented March 12, 1912

RIGID, STRONG, PERFECTLY FORMED

Made Lap and Slip Joint, Single or Double Bead





Kuehn's Korrekt Korner, the One-Piece Mitre.



B D C

"Milcor" Ends and Drops.



Steel Strap Eave Trough Hanger



"Milcor" Flat Crimp Elbows



Triplex Wire Hanger.

Self-Lock Hanger.



Kuehn's Korrekt Kut-Off, the Patented Cutoff.

MILWAUKEE CORRUGATING CO.

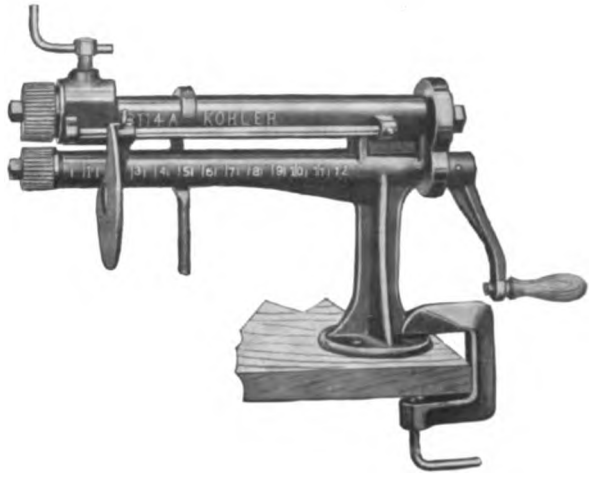
MILWAUKEE, WIS.

Branch Office and Factory at Kansas City, Missouri
Minneapolis Sales Office, Lumber Exchange

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Profit Using the Kohler Stove Pipe Cutter and Crimper

Saves Material
Saves Labor
Saves Time



Any one can cut stove pipe with this machine.

Cut a joint of pipe in less than half a minute.

A fine neat job.

No bruised hands.

THIS machine is a necessity.

It gives you real service, and besides it makes you a greater profit.

If your jobber does not stock we ship direct to you.



The Kohler Way

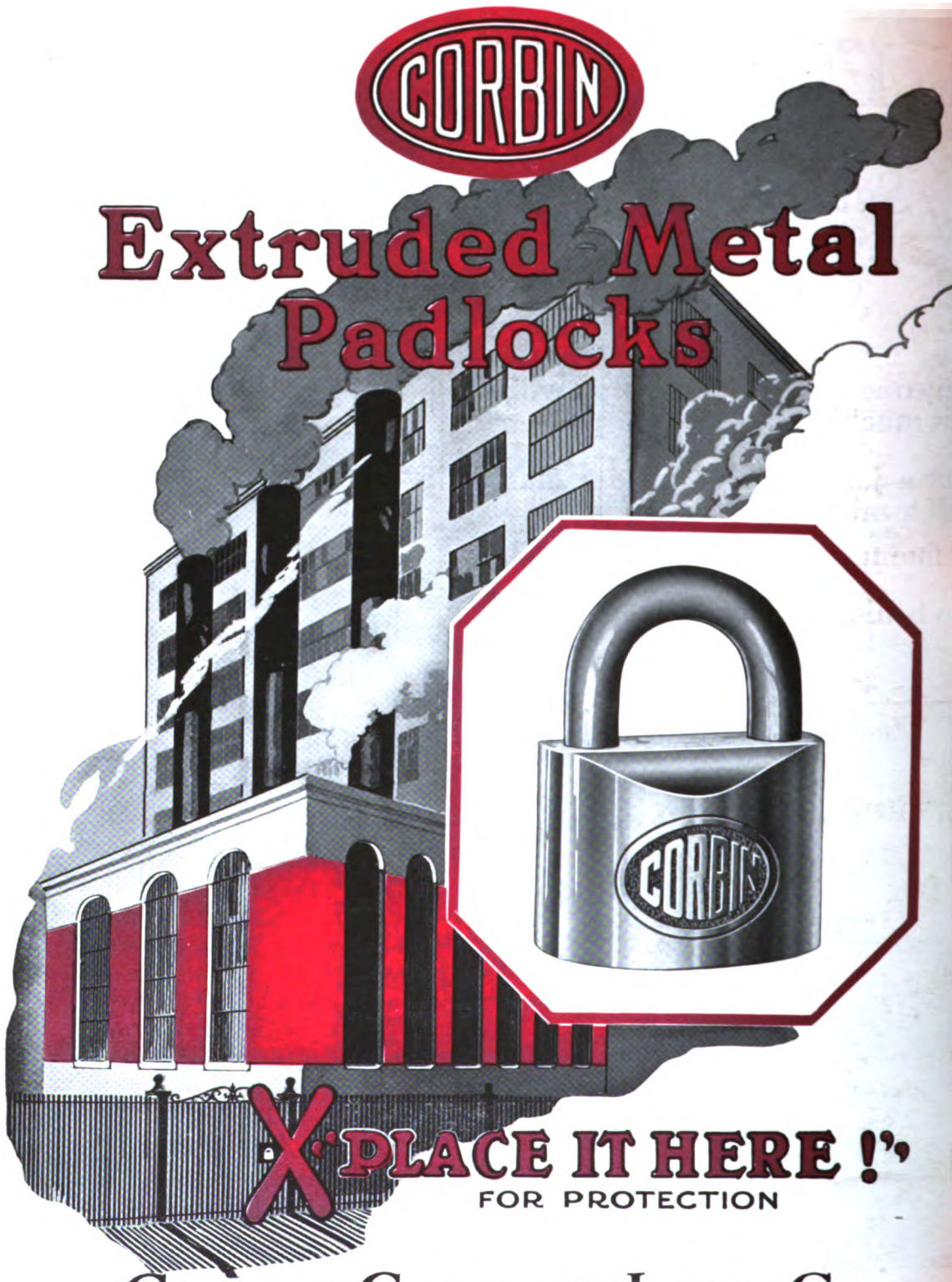
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KOHLER
MANUFACTURING CO.
1923 Carson Street
PITTSBURG - PENNSYLVANIA

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CORBIN

Extruded Metal Padlocks



"PLACE IT HERE !"
FOR PROTECTION

CORBIN CABINET LOCK CO.
THE AMERICAN HARDWARE CORPORATION SUCCESSOR
New Britain, Conn., U.S.A.
NEW YORK CHICAGO PHILADELPHIA

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Hardware World

·PLUMBING AND HEATING·

SEPTEMBER 1922

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THE SAN FRANCISCO EXAMINER: WEDNESDAY, JUNE 28, 1922

Some of the Reasons Why WISS Shears Cut Best and Wear Longest

Remember, a coat of shiny nickel plate may hide poor quality and many defects. It makes all scissors and shears look alike. What is under the nickel plate is what you want to know.



Above are some of the features which have made Wiss Scissors and Shears supreme. Only in Wiss you can be sure of getting satisfaction.

Marcon... By May... Rolp... To Pay S. F. Vis...

In recognition of Guglielmo... coni's past achievements in... less telegraphy, and particu... latest scientific affiliated... including the radio sear... paratus for the prevent... asters at sea due to f... weather, the following... latory telegrams w... sent to the famous... San Francisco... great pride in... should you find it poss... West during your A... We should be gre... and in the name... send you a cordial... include San Fra... itinerary.

JAMES...

Hon. Guglielmo... Ritz Carlton H... New York:

As editor o... president of th... send you grea... ulations for... achievements... your kindnes... possible for... trip to San... fying the... our splend... the whole... ple of San... recently wel... heroes of th... eral Diaz and... would be deli... Italy's forem...

ET...

Autoist... Runn...

John Ta... received se... injuries ea... by an aut... Commercial... the Harbo...

The ma... sped awa... Gurtler, w... her of th... arrested o... of John a... but when... Thompso... charge... while... to re... person... He a... the case... for a he...

Disabl... Aga...

Joseph... attending... his right a... overhead... on the s... streets... Emerg... Wels...

Aloof

By the As... Jim Howard... the United... hold a Brit... at America... ...atten...

Cyclist Collides ...et Car

...of the Union into line to abolish child labor was urged by Secretary Hoover in an address here tonight ...the National Conferen... ...calling the...

WISS
SHEARS and SCISSORS ARE NATIONALLY ADVERTISED

Over 11,000,000 persons will read in their newspapers every week a series of ads pointing out the merits of Wiss Shears.

In addition, these ads will appear in leading Women's Fashion Publications, read by more than 4,755,000 families.

There is already a good market for Wiss Shears; and considerably more than two million pair are sold each year.

Now, we are going to tell 15,000,000 people exactly why it pays to buy Wiss Shears—and this can mean only one thing—*increased sales.*

Our booklet No. 77 tells how to take full advantage of this publicity. *Write for it.*

J. WISS & SONS CO.
ESTABLISHED 1848
NEWARK, N.J., U.S.A.

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One of our representatives who is calling on the Jobbing Trade recently said that any 1923 Catalog that hasn't Empire Adjustable Aluminum Levels listed will be out of date.

Literally, of course, such a statement is an exaggeration but it nevertheless shows the growing favor of this really remarkable level.



Empire Adjustable Aluminum Level — Sizes 18", 24", 28", 30", 42"

EMPIRE LEVEL MFG. CO.

Milwaukee, Wisconsin

Pacific Coast Agents:

SPRAKE SALES COMPANY

Portland Denver San Francisco Los Angeles

YOUR JOBBER HANDLES EMPIRE LEVELS

Attractive Counter Display

This attractive counter display is increasing level sales for Hardware Merchants. It is a cut-out sign, on an easel, and printed in four colors. It is made of heavy board and so arranged that an actual level fits into the man's hands. The sign is 26 inches in height and 19 inches across, and makes a wonderful display for either counter or show window. Dealers who handle Empire Levels should not be without this attractive sign. Write for yours today.



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Over $1000 in Prizes

First prize.....$250 Three prizes of...$50
Two prizes of... 100 Five prizes of.... 15

In addition, a sum equal to one-half the prize won goes to jobber's salesman handling the dealer.

The Whitlock Cordage Company, wishing to stimulate interest in window display, is offering prizes to hardware dealers and dealers who carry home furnishings, for the best window displays featuring *wash-day* articles carried by the dealer.

Here is a big opportunity to win prize money with original display ideas, and increase sales at the same time. Any wash-day articles you carry can be part of the display, as well as Whitlock Clothes Lines.

And don't forget that

WHITLOCK CLOTHES LINES

give a substantial margin of profit. That the handsome counter display box sells them on sight. That national advertising will create a demand for this new article.

Advertise. Increase sales. Win a prize. Get on the honor list of hardware dealers.

Send this coupon direct to

WHITLOCK CORDAGE COMPANY

46 South Street New York City

COUPON

Whitlock Cordage Company,
46 South Street,
New York City.

We are interested in the Prize Display Contest. Kindly send necessary information and rules.

.....

.....

.....

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A typical domestic pattern · Very popular and inexpensive

CHINA

belongs in Every Hardware Store

It completes the merchandise to get the woman into your store. The woman's trade is necessary to your progress, as she buys 90% of all housefurnishings.

China is the magnet to bring her into the store; once in, she doesn't confine her purchases to china

Allow us to prove to you how you can make money by using a small space; not too large an investment, but a turnover far more profitable than in heavy space-consuming lines.

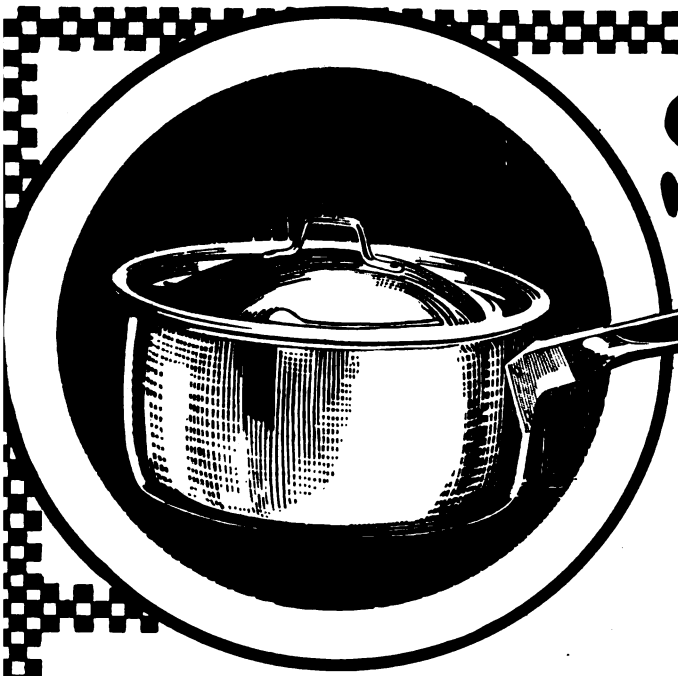
We are manufacturers of domestic dinnerware, and importers of china from England, France, Bavaria, and Japan. Write us for proof of our value to you; one of our salesmen will aid you.

The Geo. H. Bowman Company

Importers (49 Years in Business) *Manufacturers*

CLEVELAND - - OHIO

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Swissalu belongs in Every Kitchen

No. 1523-20
Sauce Pan

1—Finest quality.

2—Triangular cast aluminum handle socket; no turning or twisting.

3—Ebonized wood handle that stays cold.

4—Body of heavy, thick, hard, aluminum sheet, guaranteed 18 gauge.

5—Heavy-weight, dome type cover.

6—Simple, graceful, dirt-resisting design; broad heating surface.

7—Faultless finish inside and outside. Write for catalog.

"Swissalu" Aluminum Utensils

ARE QUALITY UTENSILS MADE IN U. S. A. IN OUR OWN PLANT.

The name "Swissalu" is never applied to any light-weight utensil.

The "Swissalu" trade mark on each utensil guarantees against defects in material and manufacture.

"Swissalu" is a quality ware efficiently manufactured to sell at a popular price and yield a liberal profit.

The Geo. H. Bowman Company

Manufacturers

(49 Years in Business)

CLEVELAND - - OHIO

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Hardware World

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Volume XVII SEPTEMBER :: 1922 Number 9

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Boatmen's Bank Building Broadway and Olive, St. Louis, Mo. | 502 Higgins Bldg. Los Angeles | 105 S. Houston St. Dallas, Texas | 220 Pacific Bldg. Vancouver, B. C., Can.

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"Old English Gray Ware"



Splendid design and finish are incorporated in **"Old English Gray Ware"** and **"Republic White Ware"** seamless shapes.

The sanitary features of these fine wares are greatly amplified by the absence of corners, crevices, and rivet heads. Steel trimmings are securely joined to steel bodies by gas and electric welding.

The shapes are smoothly coated with enamel of beautiful color and gloss—white ware, three coats and blue-black bead; gray ware—a secret chemical treatment, then a coating of the genuine **Old English Gray Enamel.**

The consuming public deserves value, not in price alone, but in long enduring service in their kitchens.

Your jobber should be able to supply your needs from his stock—if he cannot, get in touch with our nearest sales office.

The Republic Stamping & Enameling Co.

Canton, Ohio

BRANCH SALES OFFICES:

109 New Montgomery St.
San Francisco, Cal.

1208 Conway Bldg.
Chicago, Ill.

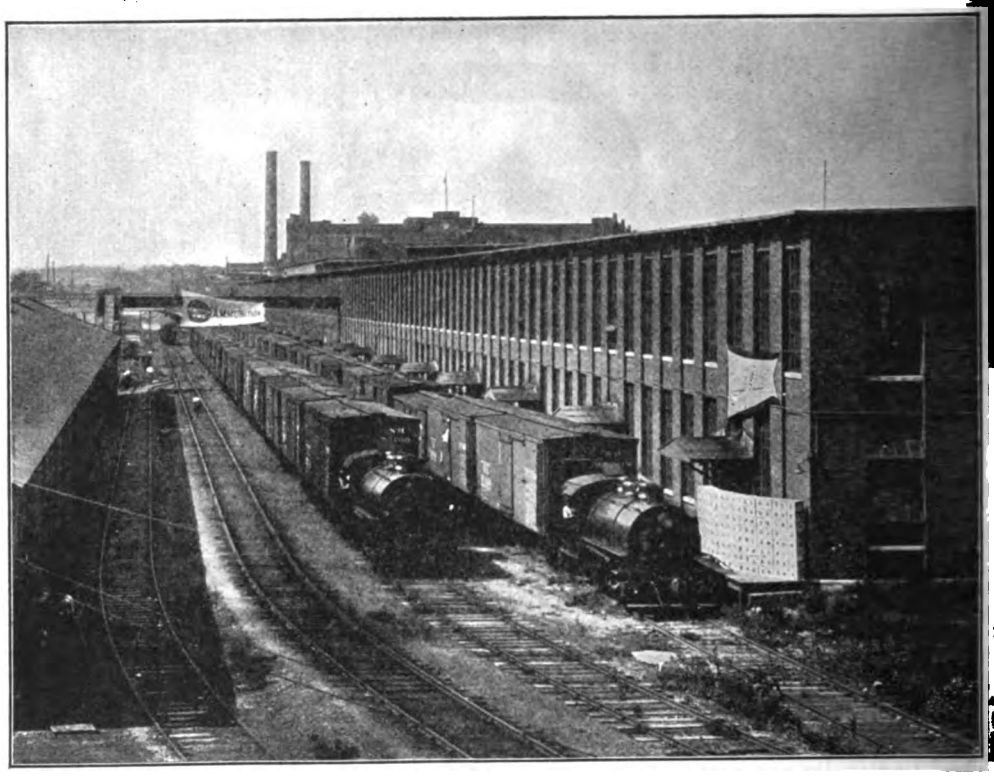
201 Douglas Bldg.
Los Angeles, Cal.

3103 L. C. Smith Bldg.
Seattle, Wash.

302 Board of Trade Bldg.
New Orleans, La.

"Republic White Ware"

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Largest Single Day's Shipment of Sporting Ammunition Ever Made

51 Solid Car Loads of Remington Shotgun Shells and Metallic Cartridges

THIS photograph, taken at the Bridgeport, Conn., ammunition plant of the Remington Arms Company, Inc., on July 1st, shows 51 solid car loads of shells and cartridges shipped on that date—the largest single day's shipment of sporting ammunition ever made by any company.

The view includes a part of the shipping platforms and the private trackage of the Company, and the Remington locomotives ready to switch the cars to the tracks of the railroad company.

The cars contained Remington shells—the New Game Loads and the New Remington Trap Load—the clay pigeon pulverizer—in "Nitro Club" Wetproof; shells of the "Arrow" Wetproof and the "New Club" Wetproof brands, and Remington metallic cartridges in many calibers and sizes.

These 51 Cars—

Were consigned to 41 different cities in 21 States.

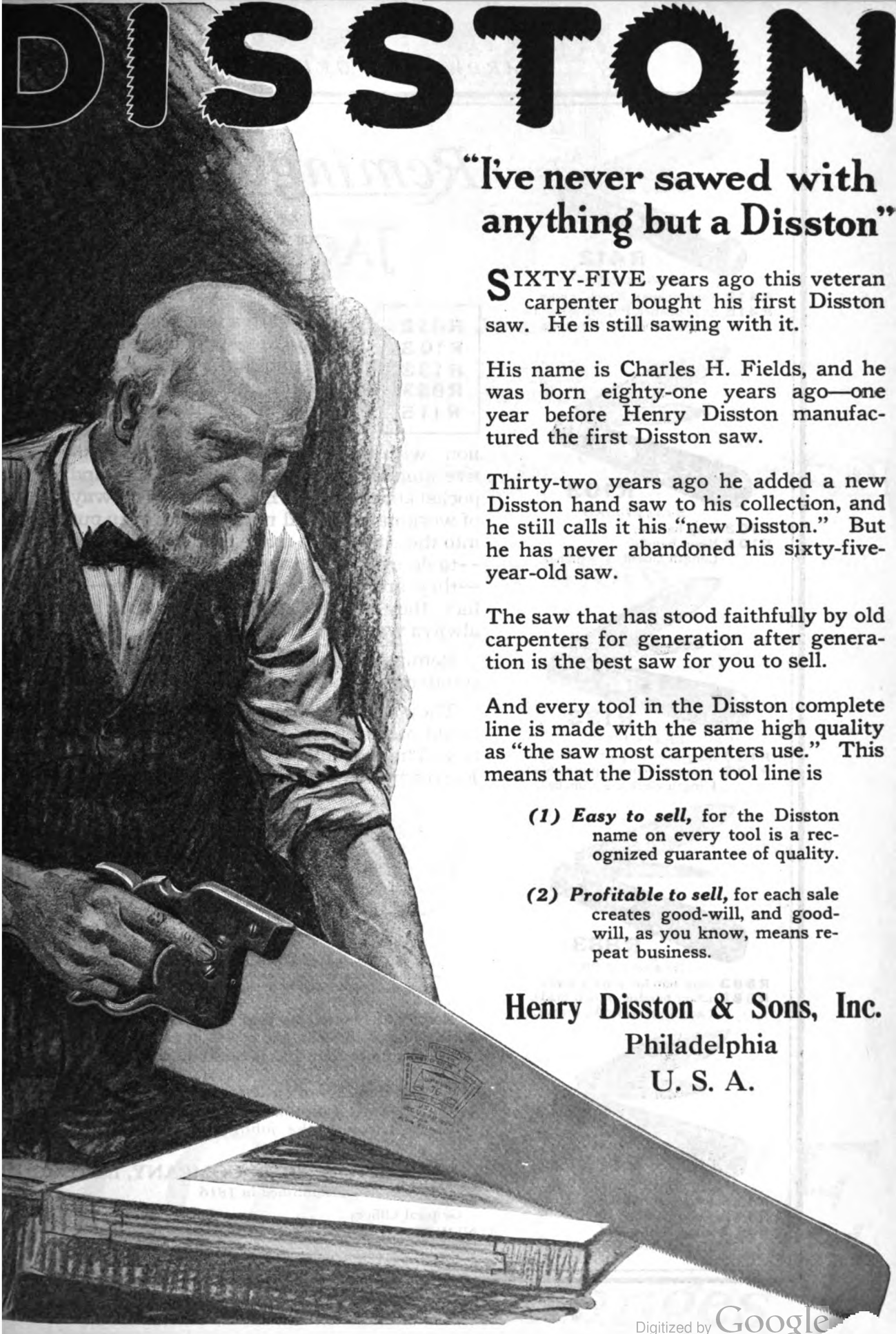
Contained 17,166,000 shells and 10,154,000 cartridges packed in 36,427 cases.

Carried a weight in merchandise of 2,084,429 pounds (1,042 tons).

Remington

Digitized by Google

DISSTON



"I've never sawed with anything but a Disston"

SIXTY-FIVE years ago this veteran carpenter bought his first Disston saw. He is still sawing with it.

His name is Charles H. Fields, and he was born eighty-one years ago—one year before Henry Disston manufactured the first Disston saw.

Thirty-two years ago he added a new Disston hand saw to his collection, and he still calls it his "new Disston." But he has never abandoned his sixty-five-year-old saw.

The saw that has stood faithfully by old carpenters for generation after generation is the best saw for you to sell.

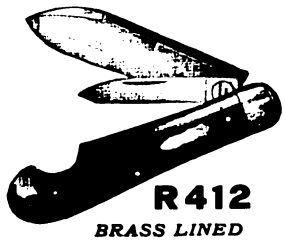
And every tool in the Disston complete line is made with the same high quality as "the saw most carpenters use." This means that the Disston tool line is

(1) ***Easy to sell,*** for the Disston name on every tool is a recognized guarantee of quality.

(2) ***Profitable to sell,*** for each sale creates good-will, and good-will, as you know, means repeat business.

Henry Disston & Sons, Inc.
Philadelphia
U. S. A.

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BRASS LINED

R412 Easy opener, Ebon handle.
R415 Easy opener, Pyremite handle.
Length closed, 3½ inches.



BRASS LINED

R103 Stag handle.
R102 Ebon handle.
Length closed, 3½ inches.



BRASS LINED

R133 Stag handle, punch blade.
R135 Pyremite handle, punch blade.
Length closed, 3½ inches.



BRASS LINED

R883 Stag handle, punch blade.
R882 Ebon handle, punch blade.
Length closed, 3½ inches.



BRASS LINED

R115 Pyremite handle.
R112 Ebon handle.
R113 Stag handle.
Length closed, 3½ inches.

Remington

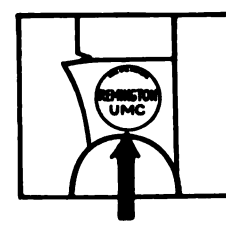
JACK KNIVES

R412
R103
R133
R883
R115

Here are a few every day—general use—popular patterns in Remington Pocket Knives for men and boys. Feature them in your Cutlery Department. "They are built for action" with the purpose of creating a positive standard of pocket knife quality and pocket knife honesty. Everything in the way of workmanship and material has been put into these knives to make them good knives—to do everything a good knife should do—they are sharp and will stay sharp—in fact, they are the kind the consumer has always wanted.

Remington Pocket Knives are built to a standard of quality, not to a price.

They are nationally advertised—a demand has been created for Remington Cutlery. The consumer will identify Remington Knives by the ball mark on the tang.



This is the Remington "Ball Mark of Quality" that the consumers find on the tang of the master blade of every Remington knife.

Remington is making and is ready to supply a wide range of patterns and styles in pocket knives. There are more than 700 patterns to choose from.

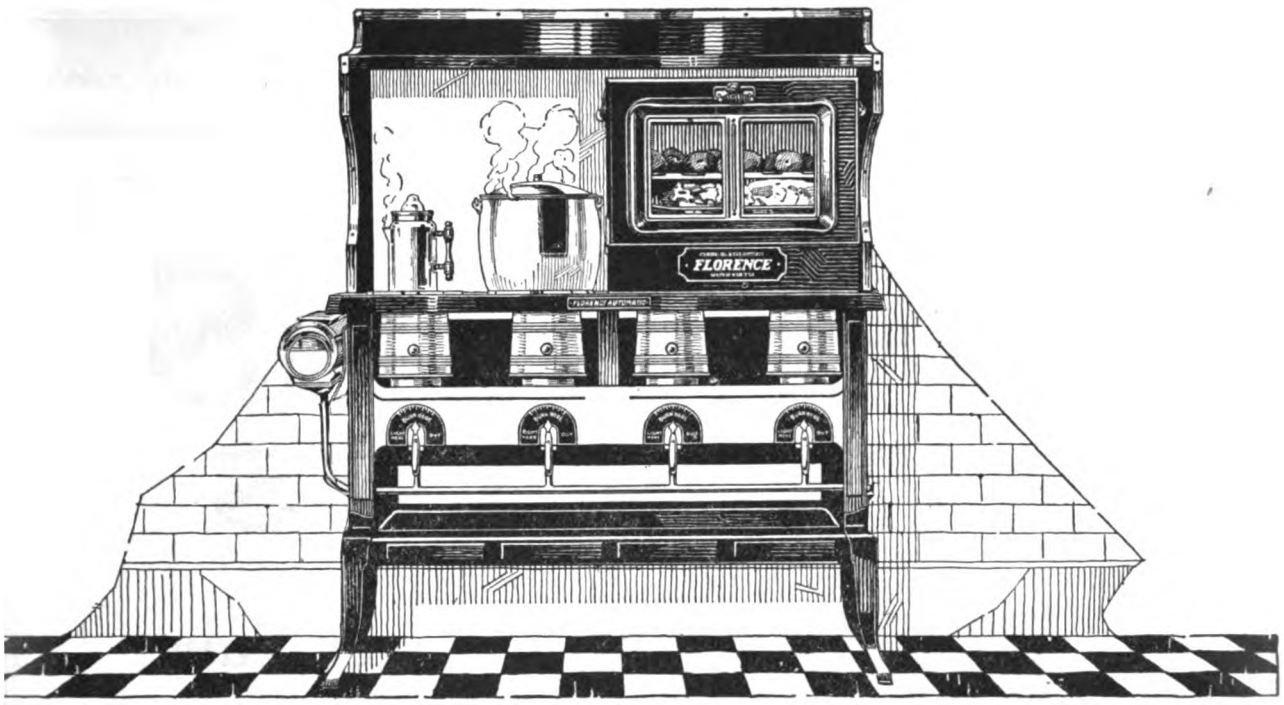
Remington cutlery, firearms and ammunition are sold through the jobbing trade.

REMINGTON ARMS COMPANY, Inc.
Established in 1816

General Offices
NEW YORK CITY

Cutlery Works
BRIDGEPORT, CONN.

Digitized by Google



Why a woman shops

SHE likes to see what she buys. And there never was an article which so completely tells its own story and sells itself as the Florence Oil Cook Stove.

Dealers everywhere are letting the Florence sell itself by having one filled with oil ready for demonstration.

The customer may light it—turn it up and down or put it to any test to convince herself that it is just what she wants.

Our advertising is telling her about this privilege and it is bringing business to dealers.

More Heat Less Care



Note how the heat reaches up and is directed close up under the cooking by the powerful 12-inch burner.

The Florence Portable Oven is used for oil and gas stoves. It is in demand because of its exclusive features, which insure better baking.

Write for prices, terms, and advertising portfolio.

CENTRAL OIL & GAS STOVE COMPANY

462 School St., Gardner, Mass.

Makers also of Florence Tank Water Heaters and Florence Oil Heaters

FLORENCE

Oil Stoves & Ranges

Digitized by Google

ATKINS
SILVER STEEL SAWS



Bigger Saw Sales

Opportunity, created by the building boom, is knocking at the door of every hardware dealer, and the wise ones are putting forth every effort to supply carpenters, mechanics and farmers with

ATKINS Silver Steel SAWS

They are putting in window displays of Atkins Saws and our other products to show that they have our goods for sale. We invite every hardware dealer to cash in on Atkins advertising and we will assist you. Write today for

FREE WINDOW DISPLAY OUTFIT

If you are temporarily out of or have no Atkins Saws in stock, it will pay you to place your order early with your usual source of supply.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

Digitized by Google

"Look for the Brand"

Mr Dealer

If you want our handles, say so when ordering from your jobber. You will know them from others, by the brand

T. D. & W.

stamped on the butt end of each, showing that they are made by

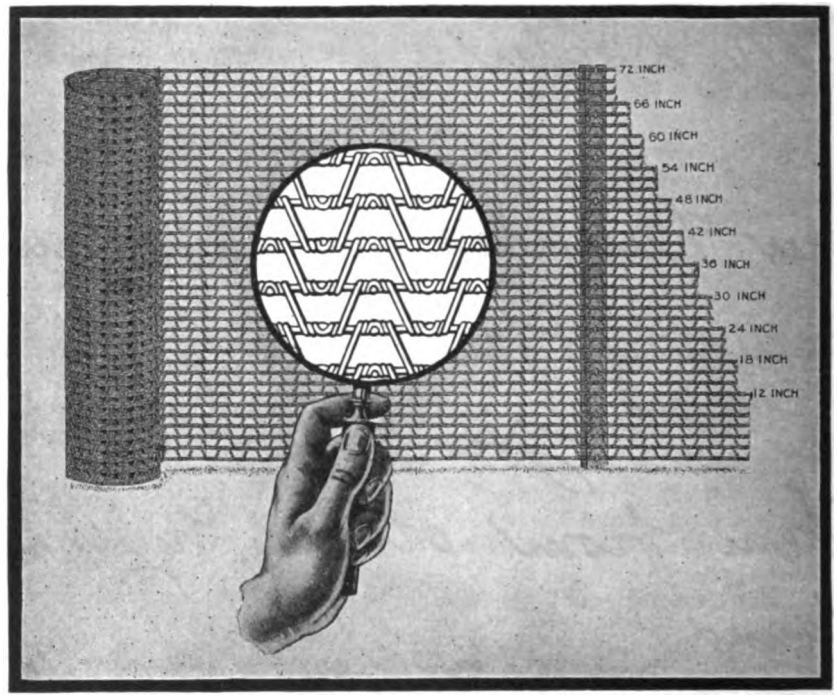
Turner, Day & Woolworth Handle Co
Louisville Ky.

Since 1855

"We Handle the World"

Digitized by Google

U. S. Poultry Netting



Capitalize Our Manufacturing Success Into Your Dealer's Profit

U. S. Poultry Netting fills that long felt want and need in wire netting. Fence-like in construction principle, it cannot bag or sag; requires neither baseboard nor top rail; requires fewer posts and will not narrow when tightly stretched.

U. S. Poultry Netting is not a WOVEN but an INTERWOVEN FENCE. Note carefully the type of twist (a double reinforced joint at each point of intersection, which makes it very stiff and rigid.) Through this style of manufacture there is no possibility of long or short wires, irregular size or shape meshes.

Highly practical for tennis court enclosures, tree guards, trellises, flower bed guards, screen work in motion picture industry, partition screens in factory stock rooms. Especially valuable as protection against rabbits and extensively used in stucco reinforcing.

U. S. Netting is handled by representative Jobbers throughout the country, and is carried in stock on the Pacific Coast as follows:

MARSHALL-WELLS COMPANY, Portland, Seattle and Spokane
MARSHALL-WELLS COMPANY, care De Pue Warehouse Company, San Francisco
MARSHALL-WELLS COMPANY, care Los Angeles Warehouse Company, Los Angeles
WESTERN METAL & SUPPLY CO., San Diego, Cal.
PRATT-GILBERT CO., Phoenix, Arizona

MANUFACTURED EXCLUSIVELY BY

Indiana Steel & Wire Co., Muncie, Ind.

Digitized by Google



This Man Arrives With the Goods

Make Him Work In Your Window

He will make real dollars by drawing every **outside** prospect **inside** your store.

A real, powerful Sapolin display, lithographed in life size on heavy cardboard in life-like colors, and the big man looks alive and natural. Works for you immediately — no lost action on sales or profits.

Get this Business Building Display at Once

How to Get the Snappy Sapolin Salesman

Simply order "One No. 66 Stove Pipe Enamel Assortment, $23.90," consisting of

DOZEN.	SIZE.	CONTENTS.	RETAILS AT	DEALERS' COST, Dozen.
4	15	¼ Pt.	15c each....	$1.10
6	25	⅜ Pt.	25c each....	1.80
3	40	¾ Pt.	40c each....	2.90

This Special Assortment

COSTS	SELLS FOR	YOUR PROFIT
$23.90	$39.60	$15.70

Weight (including display), approximately 100 lbs. Carefully packed.

SAPOLIN

SPECIAL GOODS FOR SPECIAL PURPOSES

CONSISTING OF ENAMELS, STAINS, GILDINGS, ETC.

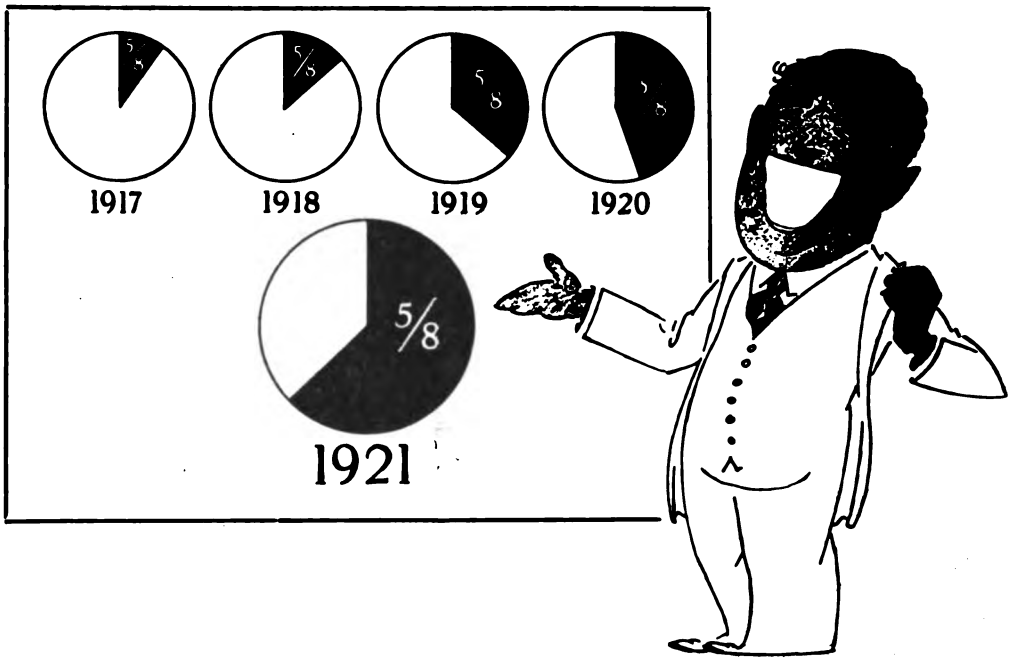
should be a feature of every dealer's stock, because its moderate price, ease of application, economy and beautiful, lasting effects will tremendously appeal to everyone entering your store.

If you want quick sellers—repeaters—the kind that give you a rapid turnover of stock, with constantly growing profits, and the prestige which accompanies a live line of business builders, write today for the Sapolin Price List.

GERSTENDORFER BROTHERS

231-5 East 42nd Street - - - - - New York, U. S. A.

Digitized by Google



The live hardware dealer says:

"Look At This Chart—

"The black part of each circle represents that proportion of the 5/8ths hose made each year by Boston Woven Hose & Rubber Co. The white part represents other diameters.

"There wasn't much 5/8ths hose in 1917, there was little more in 1918, and the proportion grew each year up to 1921 when 5/8ths hose had a substantial lead over all other sizes for home use.

"I have been talking about the superiority of 5/8ths hose ever since I first found out about it."

BOSTON
WOVEN HOSE &
RUBBER CO.

Cambridge, Mass.

The largest hose manufacturers in the world. Makers of the famous BULL DOG, GOOD LUCK and MILO brands of garden hose. Also makers of GOOD LUCK Jar Rings.

Digitized by Google

What is handiness?



Handiness in tools is how easily and readily they can be adapted to widely varying purposes.

Years of using tools bring to light all the possible conditions that they should be designed to meet. Years of making tools have taught the "K & J" Organization how to design tools to meet all these conditions.

A "K & J" Product is handily turned to every job that the day's work brings up.

All "K & J" Steel Trays are made from "K & J" Special Alloy Steel, double annealed, which is highly rust resisting

Ask for Catalog 412

The following distributors carry "K & J" Products in stock:

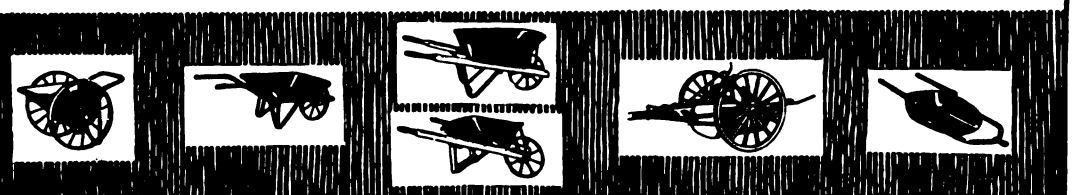
Thomson-Diggs Co.	Sacramento, Cal.	Honeyman Hardware Co.	Portland, Ore.
Seattle Hardware Co.	Seattle, Wash.	California Hardware Co.	Los Angeles, Cal.
Whiton Hardware Co.	Seattle, Wash.	Harper & Reynolds Co.	Los Angeles, Cal.
Polson Implement Co.	Seattle, Wash.	Dunham, Carrigan & Hayden	San Francisco, Cal.
Schwabacher Hardware Co.	Seattle, Wash.	The Salt Lake Hdw. Co.	Salt Lake City, Utah
Hunt & Mottet Co.	Tacoma, Wash.	Holley-Mason Hdw. Co.	Spokane, Wash.

The Kilbourne & Jacobs Mfg. Co.

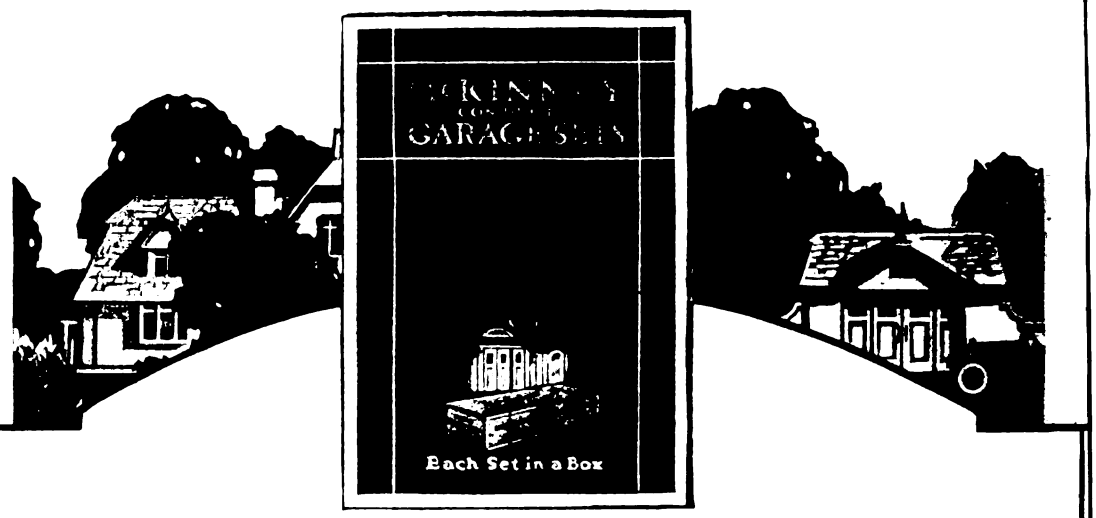
COLUMBUS, OHIO, U. S. A.

New York Office, 120 Broadway **Connections in all parts of the world**

Messrs. Hughson & Merton, Inc., San Francisco, Los Angeles, Portland — Western Distributors



Digitized by Google



Your customers will appreciate this booklet

WHEN Jones builds a garage for the car he bought last month, he is going up against a problem of buying hardware to hang the door. Jones doesn't know much about hardware and little about doors except that they are necessary. Can you do anything for him except guess at his hardware requirements when he comes into your store?

Here is a booklet, "McKinney Garage Door Sets," that enables you to put some helpful service into the selling of garage door hardware.

Every page is a story of a garage entrance—swinging, sliding-folding or around-the-corner doors that are particularly adapted to various space conditions and entrance widths. And each page pictures and describes the necessary hardware to properly hang the door for which it was made.

And the hardware—it comes boxed, ready to hand out across the counter without any vexing work of assembling each separate item. You profit in time saved on each sale. You profit in the fine service you render your customers in helping them select a good, practical, fool-proof entrance.

Write today for this booklet. Tie it to your counter. Lead your customers to this booklet. Help them choose an entrance that fits their needs. You will find them thankful for the information they get from the booklet. And then sell them good hardware, McKinney made, neatly packed in a box without a piece missing.

McKINNEY
Hinges and Butts and Hardware

Also door hangers and track, door bolts and latches, shelf brackets, window and screen hardware, cabinet hardware, steel door mats and wrought specialties.

McKINNEY MANUFACTURING CO., PITTSBURGH
Western Office, Wrigley Bldg., Chicago — Export Representation

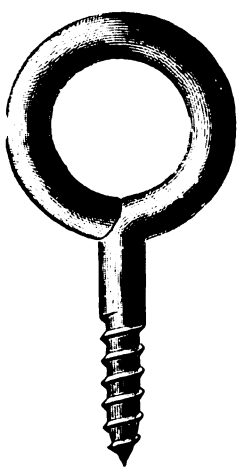
McKINNEY
Complete Garage Door Sets

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100 IN A BOX

SARGENT

Bright Wire Goods *and* Brass Cup and Screw Hooks





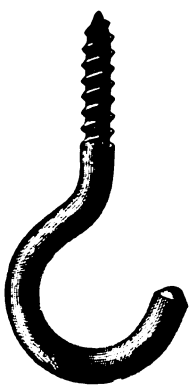


The unit or decimal system of pricing and packing, which we have adopted, applies to our Bright Wire Goods and Brass Cup and Screw Hooks which are favorably known by the whole hardware trade and recognized everywhere as standard goods. We list these goods by the hundred and pack them in boxes of 100 each except the larger sizes which are packed 50 and in some cases 25 in a box.

This change will be appreciated by every hardware merchant and will be especially helpful to retail dealers.

The unit or decimal system saves labor and lessens the liability of error by reducing the computations necessary to arrive at a price.

We can supply on request a price sheet showing the prices by the hundred compared with the old list by the gross and giving the quantity in a box of each number.





Sargent & Company

Hardware Manufacturers

NEW HAVEN, CONN.

NEW YORK CHICAGO



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The Oil Range

A Revolutionizing Invention
The SUPERFEX Burner
cooks with the Speed and Satisfaction of a gas stove at a fuel cost lower than 85¢ gas



Pictured above is the new double-walled, double-draft, quick-cooking Giant SUPERFEX Burner found only on the latest model New Perfection Oil Cook Stove.

This stove is model 304 (four burners) —one Giant SUPERFEX and three standard size SUPERFEX—identical in construction to the Giant but smaller—and equipped with New Perfection Oven. Other models are: the 3-burner, No. 303; the 2-burner, No. 302; the 4-burner range with built-in oven, No. 307-G; and the 5-burner range with built-in oven, No. 309-G.

NEW PERFECTION

HOUSEHOLD CMP PRODUCTS

with

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for City use

Means Year 'Round Sales to City, Suburban and Farm Homes

YOU can sell this remarkable new oil range to any woman who cooks! Because of the great improvements due to the invention of the speedy and powerful Superfex Burner, this latest New Perfection has taken its place in the front rank as the *ideal cook stove for year 'round use, everywhere.*

Not only does it cook with the speed and satisfaction of a gas range, but in addition its fuel cost is less than gas even as low as 85 cents per thousand cubic feet. It enables gas stove users to make big savings in cooking costs, while users of electric stoves can effect even greater savings. In actual kitchen tests, the average cost of cooking for a family of five was less than 3 cents a meal—think of it, less than 10 cents a day.

New Range Popular

Because of its super-advertising and the marvelous performance of its SUPERFEX Burners, this new stove already has thousands of enthusiastic users, both in the city and on the farm. For the first time, the advertising of New Perfection Stoves will be continued in the magazines right through the fall and winter. During September, October, November and December full-page ads will appear in Saturday Evening Post, Ladies' Home Journal, Country Gentleman and Christian Herald.

Now is the time for action. City housewives are anxious to economize. New homes are building at a record rate. Thousands of new home owners are ready to buy cook stoves. Farmers' wives, whose homes are now heated with furnaces, are tired of coal and wood-stove drudgery. The coal shortage is already felt. Sell them the New Perfection Oil Range with Superfex Burners that cooks with the *speed and satisfaction* of a gas stove at *much lower cost.*

Get your order in early. Our factory is now working 24 hours a day to meet the unprecedented demand for this new stove.

THE CLEVELAND METAL PRODUCTS CO.

Also Makers of PERFECTION Oil Heaters and ALADDIN Cooking Utensils

7428 PLATT AVENUE CLEVELAND, OHIO

NEW PERFECTION *Now Advertised 12 Months in the Year*



(Below) First announcement of the "Oil Range for City Use" appears in the Oct. Ladies Home Journal and Peoples Home Journal.

One of the ads to appear in the Country Gentleman this fall.

New Perfection Cook Stoves and Perfection Heaters are advertised together in the Saturday Evening Post and Christian Herald

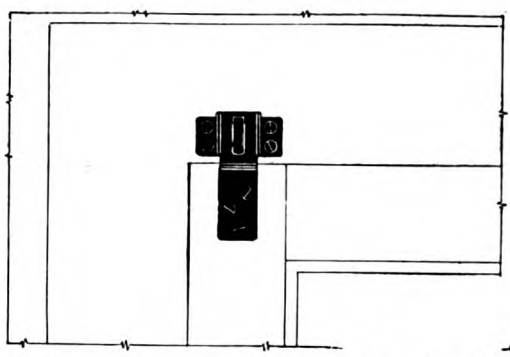
Oil Cook Stoves & Ranges
SUPERFEX *Burners*

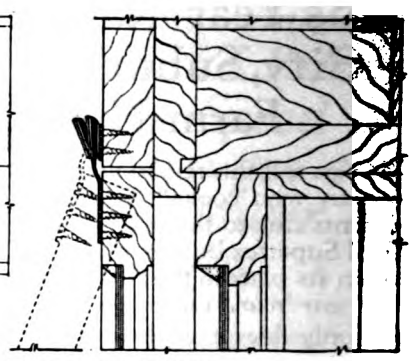
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STANLEY
Storm Sash Hardware

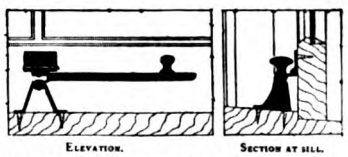


No. 1711

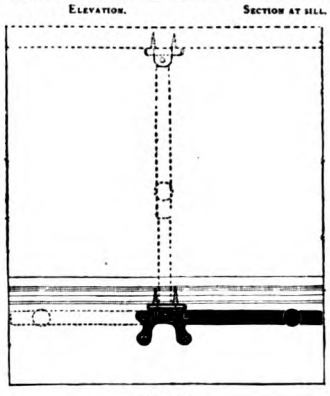




ELEVATION (Scale ¼ full size) SECTION AT HEAD



ELEVATION. SECTION AT SILL.



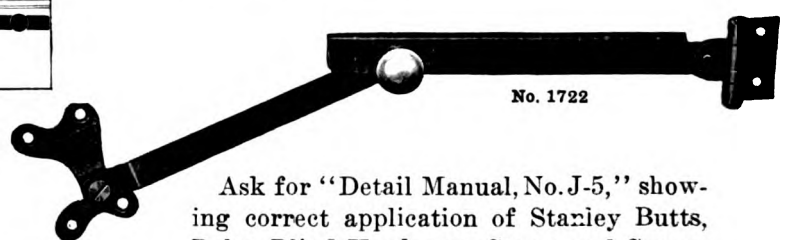
PLAN
(Scale ⅛ full size)

No. 1711—Hanger

Holds the window firm, due to the peculiar construction of the eye; prevents jostling; easily taken off and put on.

No. 1722—Fastener

An exceptional "take-down" feature; easily taken down without having to unassemble; holds securely, yet provides ease in manipulation for cleaning, ventilation, etc.



No. 1722

Ask for "Detail Manual, No. J-5," showing correct application of Stanley Butts, Bolts, Blind Hardware, Storm and Screen Hardware, and Garage Hardware (127 drawings to scale), and telling "How to Specify" in every case.

STANLEY S.W.

THE STANLEY WORKS

NEW BRITAIN, CONN.

New York Chicago San Francisco Los Angeles Seattle

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Luther



95% of Your Customers Are Users of Edged Tools

That's a mighty conservative estimate, too. Figure it out for yourself — each day, every farmer, every mechanic, every housewife, uses some kind of edged tool, machinery, or implement that needs sharpening first.

Keep a Luther Catalog handy and invite this profitable business.

Luther Tool Grinders are accepted everywhere among farmers and mechanics as standard. They have led the field for thirty years. Luther Grinders are manufactured by the oldest and largest makers of tool grinders in the world — they are the most extensively advertised and are stocked by every representative jobber in the country.



LUTHER HUMMER GRINDER

will sharpen any or all farm tools and will do it from 3 to 10 times faster than the slow, back-breaking, grindstone. This is a one-man machine. Is very smooth, easy running, and well-balanced. Worm gear drive, dust-proof, all-metal, ball-bearings. Head swivels either way—making it easy to handle any sharpening job.

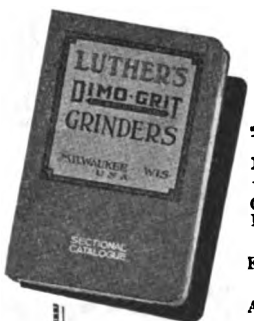


LUTHER BEST MAIDE

Tilting frame lets you set the grinding wheel of this hand power grinder at any angle. Can be equipped with chisel, plane guide and twist drill sharpening attachments.

Send for your copy now and get a Leather Cased Pocket Hone — FREE

A genuine leather cased pocket Hone goes with every copy of our latest catalog—FREE. Send for yours now.



Luther Grinder Mfg. Co.

MILWAUKEE, WISCONSIN

Luther Grinder Mfg. Co., Dept. H2, Milwaukee, Wis.
Without any obligation to me, please send your latest Catalog and facts on "How to Make More Tool Grinder Profits." Also the leather cased pocket hone FREE.

Firm Name.....

Address.....

P. O. .....

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There Are The Same Number Of Cans In Both Stacks



Six 18-in. Iron Horse Nestable Ash Cans. Note how compact, how well protected.



Six 18-in. Straight Type Iron Horse Ash Cans. Compare the space occupied with the six Nestable Type cans shown above.

BOTH are 18-in. Ash Cans, but notice the saving in space made possible by the Flaring or Nestable Type Cans. Think of the added space these Nestable Cans allow in your warehouse, and the saving they effect in shipping charges, as well as the better protection afforded them in shipment.

We build Flaring Ash Cans in the seven different styles shown in the smaller illustrations, and in a wide variety of sizes. Our catalog No. 921 describes them in detail. If you haven't already received your copy,

Write for it today!



F. H.



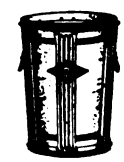
F. D.



F. F.



F. M.



F. C.



F. L.



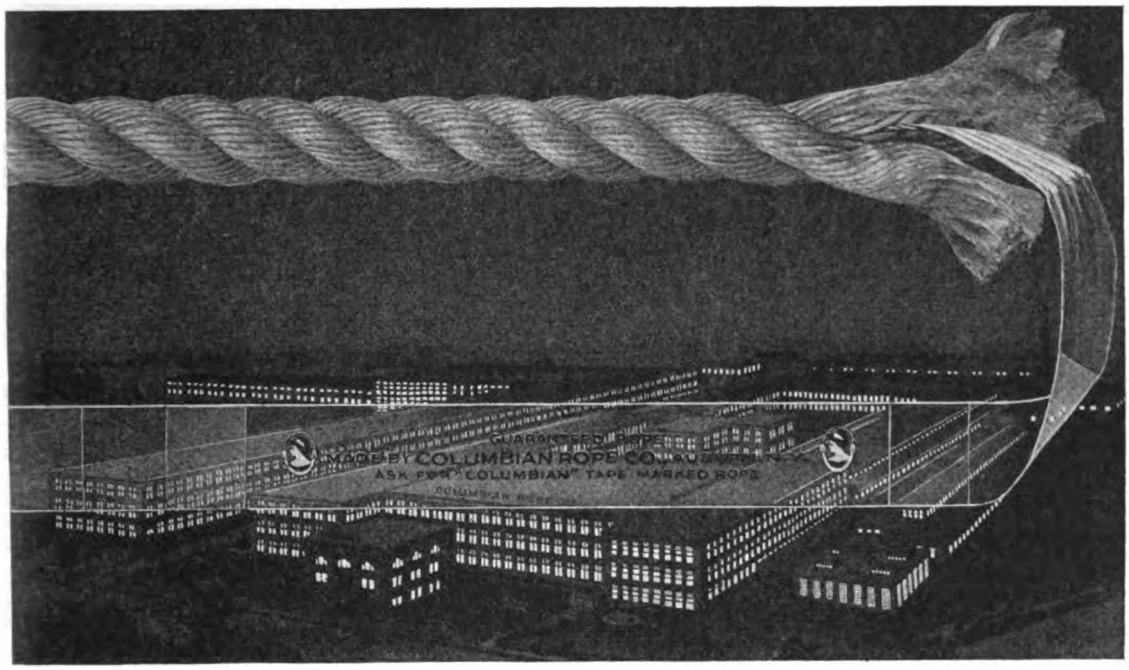
F. V.

ROCHESTER CAN CO., Rochester, N. Y.

Manufacturers of

IRON HORSE METALWARE

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The Company—Back of Its Guarantee

There is a real significance to the red, white and blue ***Tape-Marker,*** which can be found in one strand throughout the entire length of every Columbian ***Tape-Marked*** Pure Manila Rope.

It has a broader meaning than merely a mark of identification. It means that the manufacturers stand behind every rope containing this Marker, because they know that it has proved, and is proving worthy of such confidence.

By means of this ***Tape-Marker,*** a permanent connection is established between the Company and its product, which is a protection to the dealer, and an infallible guarantee to the ultimate user.

Mr. Dealer — Insist on getting guaranteed Columbian ***Tape-Marked*** Rope. There is a jobber in your vicinity.

Write for ***your*** copy of the folder, "How Columbian ***Tape-Marked*** Pure Manila Rope is Made."

COLUMBIAN ROPE COMPANY

332-80 Genesee Street

Auburn, *"The Cordage City"* N. Y.

Branches: — New York Chicago Boston Houston Baltimore

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Stock Them LOCK WASHERS Sell Them

Repair Men and Auto Owners are Lock Washer Customers

The Hardware Salesman

(ARTICLE FIVE)

Greeting customers as they come into your store is one of the first and most important things to learn, so give vital attention to this important matter. The welcome you extend to your customers make for the success or failure of the business, as all stores must have a certain number of dependable, "return-again" customers and friends. Friends they are when you can keep them coming back to trade with you year in and year out.

When the customer comes to your store from time to time, it shows a preference for your service and attention; cinch this preference for your lasting benefit by the proper greeting as they enter the store. See the customer first, and if a stranger, cheerfully say "good morning" or "good afternoon"; if acquainted you can say "how-do-you-do, Mr. Redding," "howdy Henry" or "How's Henry today?" If you know a customer's name learn which is the more agreeable greeting — "Mr." or plain "Henry"—some folks like to be greeted in a familiar manner while others want the "Mr." attached to their name; in every instance be friendly and courteous but not familiar in the strict sense of the word.

Never call your lady customers by their first names, no matter how well you know them. It is always safe to err toward the side of dignity; especially is this true with the ladies. Also, do not overlook the children, as they do many an errand for daddy and mamma, and a kindly word or pleasant expression will bring them back to your store; they are the customers of the future; cultivate them and you are assured of their trade.

The greeting of customers is fine training and it will add to your business getting qualities when you are able to know whether to say "hello Tom," "howdy Brown" or "good morning Mr. Brooks." This training will add to your store of knowledge, and at the same time increase the popularity of the firm; that is what you desire to do, any and all the time, to become a profitable asset to your firm.



Assortments for Auto Owners



Straight Sizes for Repair Men

We make all sizes from the smallest to largest used

RETAIL HARDWARE DEALERS MAKE NICE PROFITS SELLING LOCK WASHERS

(Ask Your Jobber for American Lock Washers)

The American Nut & Bolt Fastener Co.

Factory: PITTSBURGH, PENNSYLVANIA

REPRESENTATIVES

San Francisco, Cal.,
J. M. Jackson & Co.,
320 Market St.

Chicago, Ill.,
B. A. Dunning,
29 So. Clinton St.

New Orleans, La.,
Harry R. Davies,
Canal Com'l Bank Bldg.

Detroit, Mich.,
American Nut & Bolt Fastener Co.,
Book Building

Montreal, Quebec,
E. Bacon & Company

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PEXTO
SLIP JOINT
PLIERS





Self-Selling Pliers—

Put any one of the PEXTO Slip Joint Pliers in the hand of a customer and there it will remain. He'll examine it and sell it to himself.

No man is going to ask to see something better than a PEXTO Slip Joint Plier, because all the quality and utility a man could wish for is right there before his eyes.

These pliers all bear the impress of the PEXTO Oval, a positive guarantee of materials and workmanship. As for finish, each can be supplied in Full Nickel Plate or with Polished Head and Gun Barrel Finished Handle.

Place your order for these self-selling Pexto Slip Joint Pliers, as they find ready sale among automobile owners, garagemen, mechanics, and the handy man around the house.

Also send for Catalog No. 20, fully picturing and describing our line of Mechanics' Hand Tools and Builders' Hardware.

PEXTO

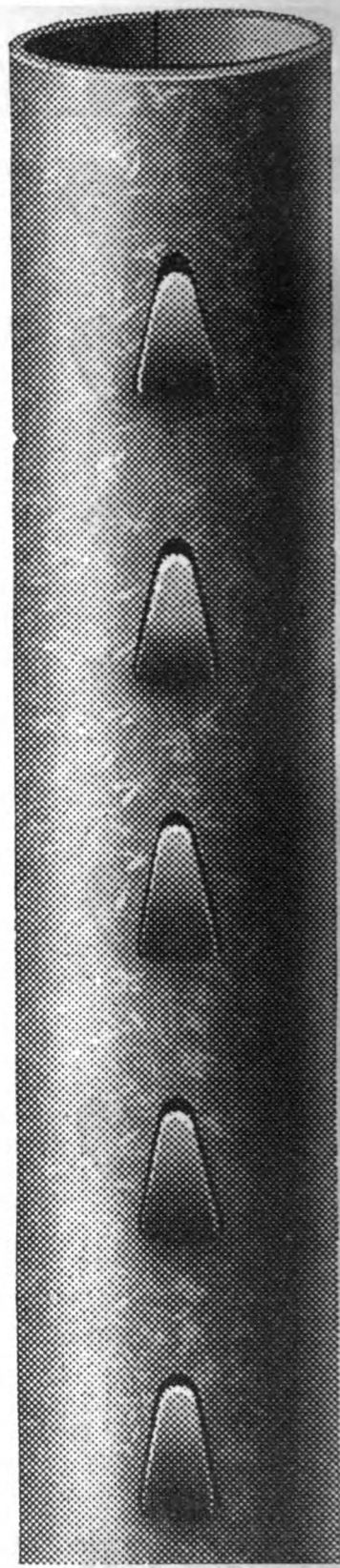
Worth While Tools



THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

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AMERICAN
Galvanized Steel
FENCE POSTS



For use with wire fence of all kinds

20 YEARS OF ACTUAL SERVICE IS CONVINCING PROOF OF THE LASTING QUALITY OF OUR GALVANIZED POST

EVERY ROD OF FENCE REQUIRES A POST

United States Steel Products Co.

Rialto Building, - - - - - SAN FRANCISCO, CAL.
Jackson St. and Central Ave. - - LOS ANGELES, CAL.
Sixth and Alder Sts. - - - - - PORTLAND, ORE.
4th Avenue South and Conn St. - - SEATTLE, WASH.

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GALVANIZED WARE
THAT BUILDS SALES



Boyco galvanized tubs are made in all standard sizes. They are strong, durable and practical. The unbroken finish accomplished by the Boyco method of hot-galvanizing after construction is complete insures absolute satisfaction in use, protection against rust—and elimination of leaks.



Boyco garbage cans are dependable sellers everywhere. Their very appearance demonstrates the high quality built into them. The Boyco method of hot-galvanizing after other processes are finished insures long wear and thorough satisfaction. Note the reinforced swedges giving unusual stability — proof against hard knocks and abuse.

BOYCO Galvanized ware does build sales—thousands of dealers have found bigger, better business with Boyco tubs, buckets and garbage cans because they are made better and finished better. Manufactured from black sheet metal and hot-galvanized after all construction is complete. This strictly Boyco method of manufacturing insures a smooth, bright, unbroken finish—proof against rust and deterioration. There are no cracks in the galvanizing, no rough edges to catch on hands and clothes. And, besides, a finer, more attractive appearance is attained.

Compare Boyco galvanized products with ordinary lines. Realize for yourself the better quality that is apparent at a glance. It is true that Boyco ware sells itself. Its brilliant spangle and clean, even surface appeals to the customer. And the lasting usefulness and longer life that is built in at the Boyco plant creates confidence in every product; builds good will; strengthens your position as a community merchant. Cash in on the superiority of Boyco galvanized ware.

BOYLE MANUFACTURING COMPANY

5100 Santa Fe Avenue

LOS ANGELES - - - - CALIFORNIA

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"The Box With the Steady Cold Wave"



BALDWIN
Dry Air Refrigerators

Listen to This One!

From One of Our Customers

23½ YEARS

"It is the little things in life that count. I find after continuous use for 23½ years, Summer and Winter, the head of the bolt extending through the ice chamber door became tired and fell off. Can you send me another bolt?"

It Pays To Buy Service

If you want an agency that makes little work, good profits and will grow, spend a cent for our catalog.

The Baldwin Refrigerator Company

Burlington, Vermont

Stock Carried by HEYMAN-WEIL CO., San Francisco, California

C. H. SMITH
Western Representative
817 South Saint Andrews Place
Los Angeles, Calif.

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The Overland Coaster Wagon

With Disc Wheels and Rubber Tires



A Fast Seller—A Big Trade Builder

The minute a boy sees an "Overland" with its shiny, varnished body and nifty disc wheels with rubber tires, he ***wants*** one. And when he gets it every other boy in the block wants one, too.

Keep a rack of Overland Coasters prominently on display and you will find a steady sale for them the year around.

Has Looks—Strength—Speed

Clear, clean, hardwood boxes finished with two coats of implement varnish—artistically striped, scrolled and stenciled.

Built for long wear. All steel construction below the box and a brace from bottom of bed to front axle—an exclusive Star feature.

The full roller bearings make it easy for a three-year-old to pull. Bigger boys can get all the thrills of real speed because it runs so easily.

Heavy pressed, 10-in. Steel Disc Wheels with double reinforcing plates riveted to body sheet. Automobile hub caps prevent exposure of working parts. ¾-in. rubber tire for 10-in. wheels with 14x34 in. and 16x38 in. beds; ⅝-in. rubber tires for 8-in. wheels with 12x28 in. and 14x32 in. beds.

Write Today for Circular and Prices.

Hunt, Helm, Ferris & Co.

Harvard, Illinois — Albany, N. Y.

Los Angeles, Calif.—1811 East Seventh Street
San Francisco, Calif.—283 Minna Street
Portland, Oregon East 3rd and Salmon Sts.

STAR Equipment

The **STAR** LINE

"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

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BESTOV

Electric Toasters
Electric Table Stoves
Electric Heaters

Low Price and Large Profits for You

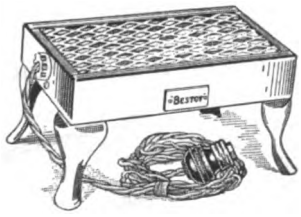


BABY

Electric toasters that can be used with comfort and efficiency. Handy, compact stoves that cook, boil and fry,—indispensable for every vacationist's kit, and a decided convenience in every home, in the hot trying days of summer.

BABY

No. 101 — Size, 5¼ inches square, 5 inches high, 400 watts. Called "Baby" because of its small size. Element being so compact makes possible the quickest electrical heating device on the market **$1.75**



TOASTER

ALL APPLIANCES GUARANTEED 1 YEAR

TOASTER

No. 301—Size, 5 inches wide, 9 inches long, 5 inches high. All nickel plate, 400 watts. In addition to being a toaster may also be used to keep food warm at practically no current consumption. Equipped with No. 16 Asbestos Covered Heater Cord and two-piece Hubbel Plug . . . **$3.50**

If you are not stocking this profitable line write for literature and prices.

BESTOV APPLIANCE CO. - Seattle, Wash.

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"Buy Right"—Sell on Sight

Cadillac Electric Household Appliances are designed to offer the consumer **through the dealer** labor saving devices every bit as good as any on the market at a better price. Let us quote you and look into the line for yourself.

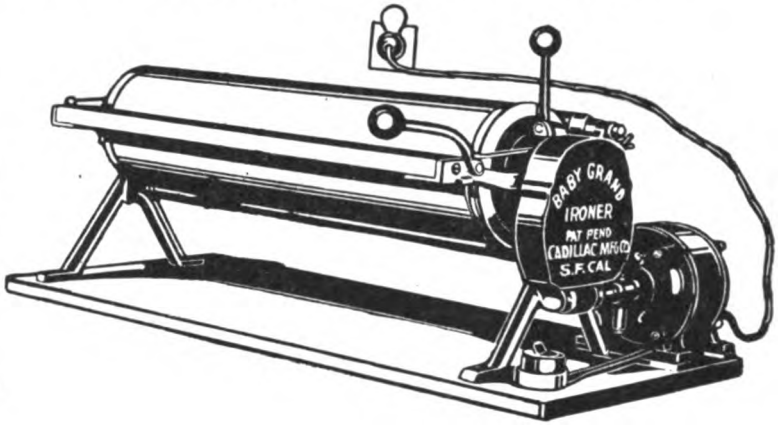
You Can't Lose With Our Sales Plan

1. Demonstrators
2. Long time credits
3. We carry installments
4. Advertising tie-up
5. Full letter service
6. Follow-up system
7. Prospect premiums
8. Bonus for dealers



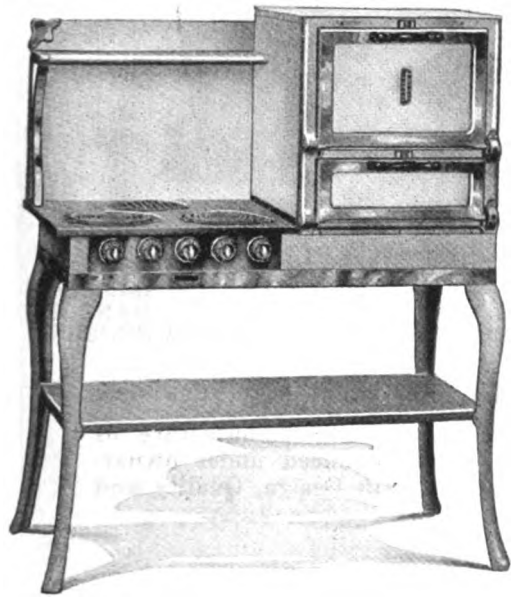
CADILLAC No. C 2 RANGE

Full nickel finish; white onyx door panels. Cooking top 26x20 in. Oven 18x18x10 in. Three top elements with heat range 1500 to 137 watts. Oven and broiler range 1500 to 250 watts. Wired for 2 and 3 wire systems. Shipping weight 200 lbs.



CADILLAC "BABY GRAND" IRONER

Weighs only 65 lbs. and compact in construction. Set on table and easily accommodated, even in apartments. Electric operated. Gas or electric heat. Standard motor direct connected with gears, avoiding belts. Instantaneous control with clutch. Pressure on ironing shoe variable from 2 to 500 lbs.



CADILLAC No. C 1 RANGE

White enamel finisn and door panels. Cooking top 23x20 in. Oven 16x18x11¼ in. Three top elements with heat range from 1500 to 137 watts. Two oven elements range 1500 to 375 watts. Wired for 2 and 3 wire systems. Shipping weight 275 lbs.



CADILLAC "VALLEN GRAND" WASHER

Beautiful cabinet enclosed, oscillating type with heavy copper tub, tinned inside. Wringer automatic control and safety release. Extra strong construction with all parts accessible. Capacity 6-8 sheets or equivalent. Standard over-sized motor, direct or alternating current.

CADILLAC MANUFACTURING COMPANY 693 Mission Street, San Francisco, California
Additional Warehouses: Seattle—Los Angeles

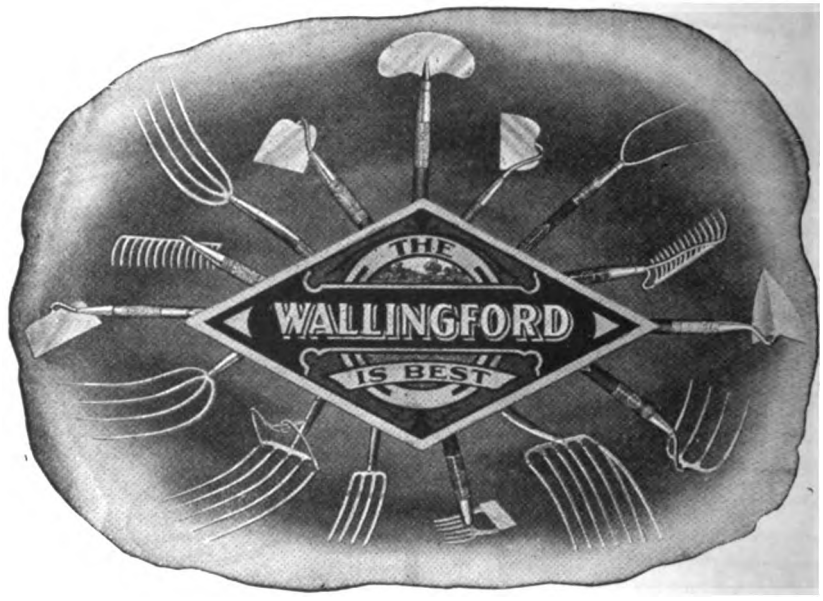
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THE TRITCH HARDWARE COMPANY

Rocky Mountain Distributors of

WALLINGFORD
FARM AND GARDEN TOOLS

A COMPLETE LINE



HIGH QUALITY CAST STEEL

CAREFULLY TEMPERED AND TESTED

SELECTED HANDLES EXTRA FINISHED

WALLINGFORD STEEL GOODS

Are made in a Modern Factory devoted exclusively to the manufacture of Farm and Garden Tools; a large and complete line produced under ownership management, assuring the highest type of goods in Design, Quality and Finish.

Write for Prices Today

THE TRITCH HARDWARE COMPANY

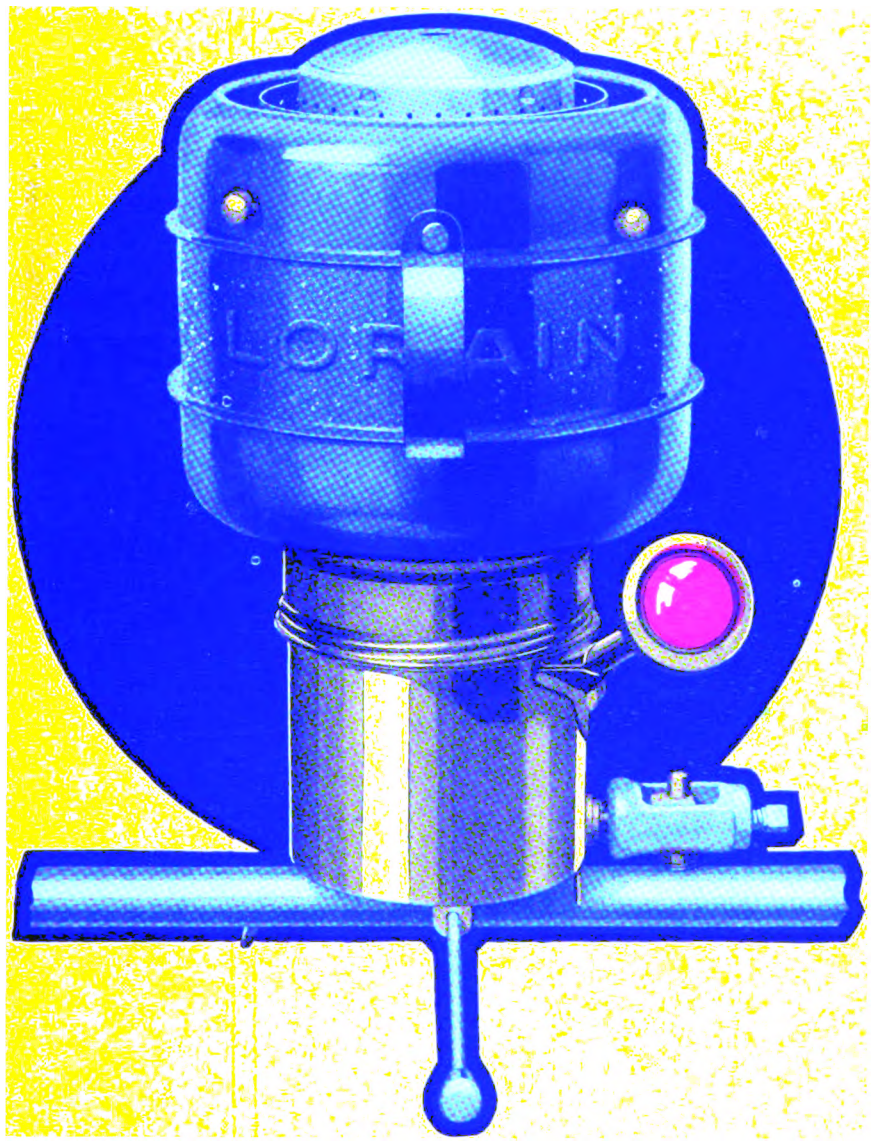
FRANK A. BARE
President

Jobbers

O. E. BARE
Vice Pres.

Denver, Colorado

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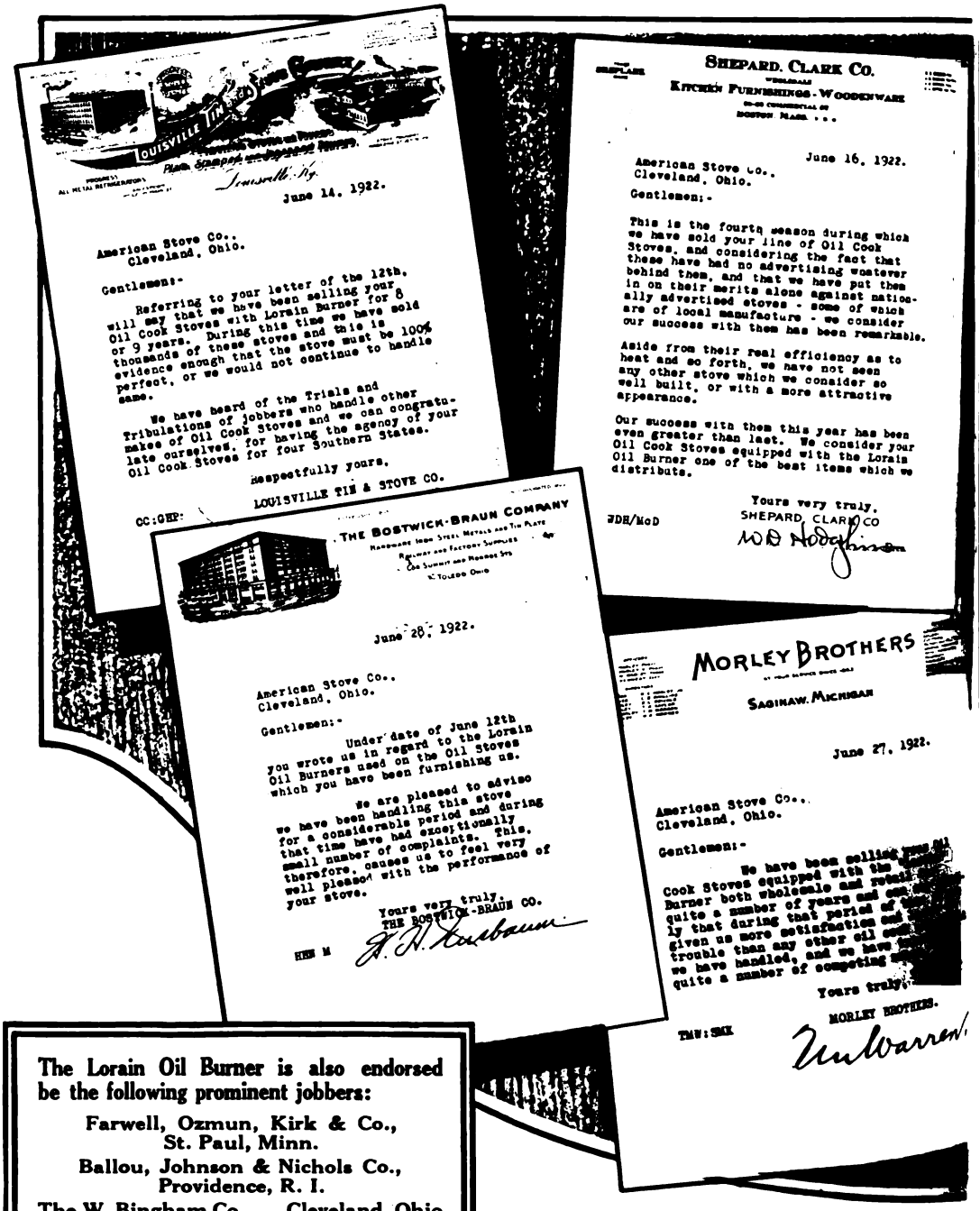


The Opinions of Men who Know

LORAIN
OIL BURNER

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The Opinions of



Louisville, Ky.

June 14. 1922.

American Stove Co.,
Cleveland, Ohio.

Gentlemen:-

Referring to your letter of the 12th, will say that we have been selling your Oil Cook Stoves with Lorain Burner for 8 or 9 years. During this time we have sold thousands of these stoves and this is evidence enough that the stove must be 100% perfect, or we would not continue to handle same.

We have heard of the Trials and Tribulations of jobbers who handle other makes of Oil Cook Stoves and we can congratulate ourselves, for having the agency of your Oil Cook Stoves for four Southern States.

Respectfully yours,

LOUISVILLE TIN & STOVE CO.

CC:CHP:

SHEPARD, CLARK CO.
WHOLESALE
KITCHEN FURNISHINGS - WOODENWARE
BOSTON MASS. U.S.A.

June 16, 1922.

American Stove Co.,
Cleveland, Ohio.

Gentlemen:-

This is the fourth season during which we have sold your line of Oil Cook Stoves, and considering the fact that these have had no advertising whatever behind them, and that we have put them in on their merits alone against nationally advertised stoves - some of which are of local manufacture - we consider our success with them has been remarkable.

Aside from their real efficiency as to heat and so forth, we have not seen any other stove which we consider so well built, or with a more attractive appearance.

Our success with them this year has been even greater than last. We consider your Oil Cook Stoves equipped with the Lorain Oil Burner one of the best items which we distribute.

Yours very truly,
SHEPARD, CLARK CO

WDH/McD

THE BOSTWICK-BRAUN COMPANY
HARDWARE IRON STEEL METALS AND TIN PLATE
RAILWAY AND FACTORY SUPPLIES
CAR SUMMIT AND ROUNDS SPS
TOLEDO OHIO

June 28, 1922.

American Stove Co.,
Cleveland, Ohio.

Gentlemen:-

Under date of June 12th you wrote us in regard to the Lorain Oil Burners used on the Oil Stoves which you have been furnishing us.

We are pleased to advise we have been handling this stove for a considerable period and during that time have had exceptionally small number of complaints. This, therefore, causes us to feel very well pleased with the performance of your stove.

Yours very truly,
THE BOSTWICK-BRAUN CO.

HRH M

MORLEY BROTHERS
SAGINAW, MICHIGAN

June 27, 1922.

American Stove Co.,
Cleveland, Ohio.

Gentlemen:-

We have been selling your Oil Cook Stoves equipped with the Lorain Burner both wholesale and retail for quite a number of years and can truthfully that during that period of time given us more satisfaction and less trouble than any other oil cook stove we have handled, and we have handled quite a number of competing

Yours truly,
MORLEY BROTHERS.

TMW:SMK

The Lorain Oil Burner is also endorsed be the following prominent jobbers:

Farwell, Ozmun, Kirk & Co., St. Paul, Minn.

Ballou, Johnson & Nichols Co., Providence, R. I.

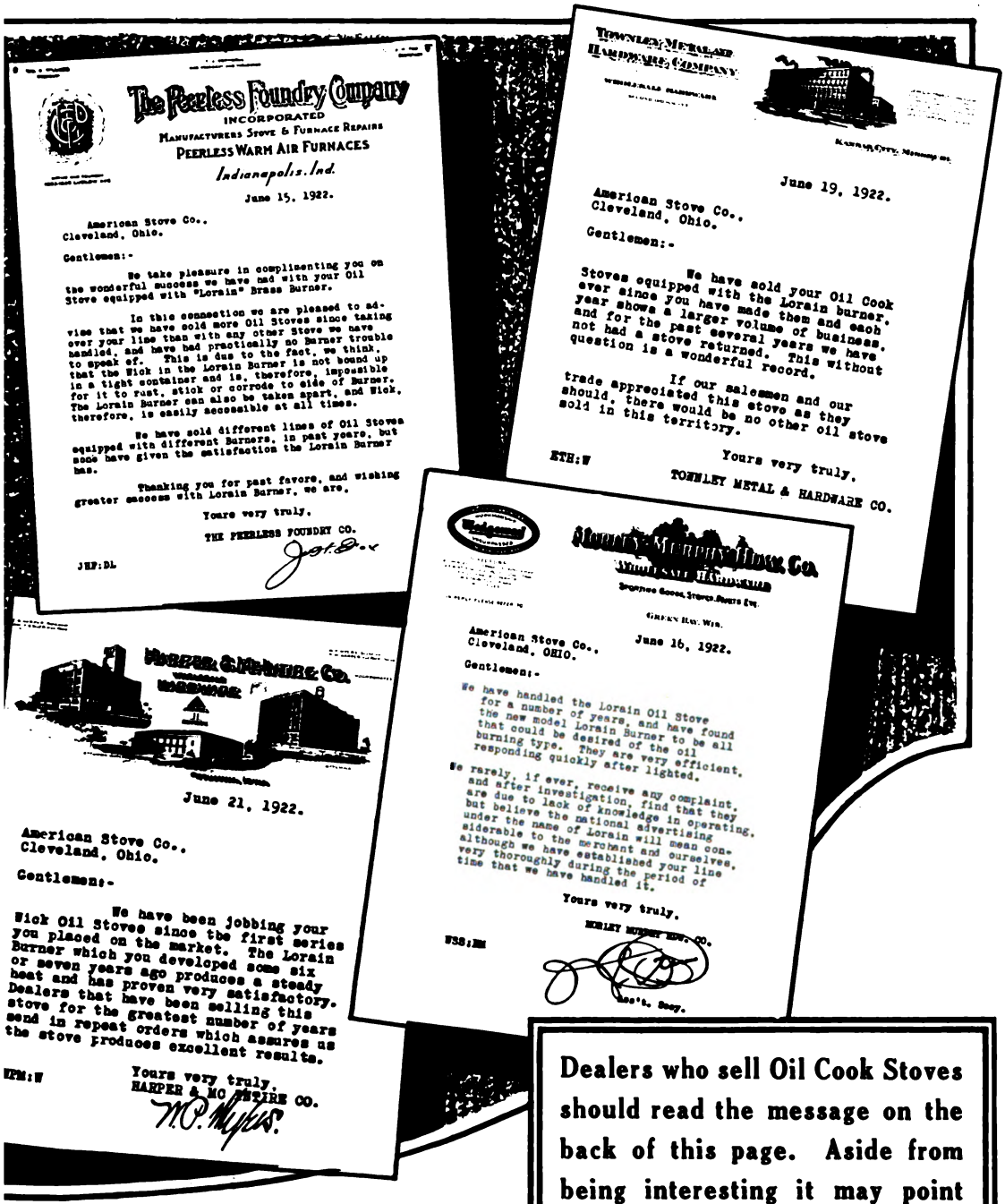
The W. Bingham Co., Cleveland, Ohio

The Bronson & Townsend Co., New Haven, Conn.

David B. Taylor Co., Baltimore, Md.

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Men who Know



The Peerless Foundry Company
INCORPORATED
Manufacturers Stove & Furnace Repairs
Peerless Warm Air Furnaces
Indianapolis, Ind.

June 15, 1922.

American Stove Co.,
Cleveland, Ohio.

Gentlemen:-

We take pleasure in complimenting you on the wonderful success we have had with your Oil Stove equipped with "Lorain" Brass Burner.

In this connection we are pleased to advise that we have sold more Oil Stoves since taking over your line than with any other Stove we have handled, and have had practically no Burner trouble to speak of. This is due to the fact, we think, that the Wick in the Lorain Burner is not bound up in a tight container and is, therefore, impossible for it to rust, stick or corrode to side of Burner. The Lorain Burner can also be taken apart, and Wick, therefore, is easily accessible at all times.

We have sold different lines of Oil Stoves equipped with different Burners, in past years, but none have given the satisfaction the Lorain Burner has.

Thanking you for past favors, and wishing greater success with Lorain Burner, we are,

Yours very truly,
THE PEERLESS FOUNDRY CO.

JHF:DL

Townley Metal and Hardware Company

June 19, 1922.

American Stove Co.,
Cleveland, Ohio.

Gentlemen:-

We have sold your Oil Cook Stoves equipped with the Lorain burner, ever since you have made them and each year shows a larger volume of business, and for the past several years we have not had a stove returned. This without question is a wonderful record.

If our salesmen and our trade appreciated this stove as they should, there would be no other oil stove sold in this territory.

ETH:W

Yours very truly,
TOWNLEY METAL & HARDWARE CO.

Harper & McEntire Co.

June 21, 1922.

American Stove Co.,
Cleveland, Ohio.

Gentlemen:-

We have been jobbing your Wick Oil Stoves since the first series you placed on the market. The Lorain Burner which you developed some six or seven years ago produces a steady heat and has proven very satisfactory. Dealers that have been selling this stove for the greatest number of years send in repeat orders which assures us the stove produces excellent results.

WPM:W

Yours very truly,
HARPER & MC ENTIRE CO.
W.P. McEntire

Kenney Murphy Hdw. Co.

June 16, 1922.

American Stove Co.,
Cleveland, OHIO.

Gentlemen:-

We have handled the Lorain Oil Stove for a number of years, and have found the new model Lorain Burner to be all that could be desired of the oil burning type. They are very efficient, responding quickly after lighted.

We rarely, if ever, receive any complaint, and after investigation, find that they are due to lack of knowledge in operating, but believe the national advertising under the name of Lorain will mean considerable to the merchant and ourselves, although we have established your line very thoroughly during the period of time that we have handled it.

Yours very truly,
KENNEY MURPHY HDW. CO.

WSS:HM

Sec'y.

Dealers who sell Oil Cook Stoves should read the message on the back of this page. Aside from being interesting it may point the road to a bigger and better Oil Cook Stove Business for 1923.

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AMERICAN STOVE COMPANY Divisions have been intimately identified with the oil cook stove industry for more than thirty-five years. This fact, however, means nothing unless we have gleaned from these years wisdom that is valuable to users, to dealers and to ourselves.

Therefore, it is your privilege as a dealer to ask us, "*What* have you learned that is of value to *me?*" And this is our answer: We have learned *not* to use you—or your customers—as an experimental laboratory. We have learned to withhold enthusiasm over suggested improvements until fair and impartial tests, made in actual usage and over a long period of time, have proved that these suggested improvements possess merit.

More than eight years ago, out of an experience of twenty-seven years of building and selling oil cook stoves, we designed and built the first Lorain Oil Burner. Very, *very* few changes have since been made. Thousands upon thousands of oil cook stoves equipped with this burner are giving satisfactory service Today.

Justly then, we believe the time has arrived when we can announce to the trade a complete line of oil cook stoves equipped with a burner of the highest *proved* merit. For the benefit of those dealers that are not familiar with the policies, practices and products of American Stove Company, we reproduce on the preceding two pages the opinions of some of the most conservative and critical buyers of oil cook stoves in America.

Read and Consider

AMERICAN STOVE COMPANY
ST. LOUIS, MO.

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"KING" COLE

PRACTICAL WALL BRUSH

Width	Length Hair	Per Dozen	Retail, Each
2½ inch	3½ inch	$10.20	$0.85
3 "	3¾ "	15.00	1.25
3½ "	4 "	21.00	1.75
4 "	4¼ "	27.00	2.25
4½ "	4½ "	36.00	3.00

—absolutely the best

flat wall brush that can be made, regardless of price.

All black extra long and heavy Chinese bristles set in vulcanized rubber. Nickel bands. Polished oval natural finish handles.

A high-grade, "Practical" painters' brush.

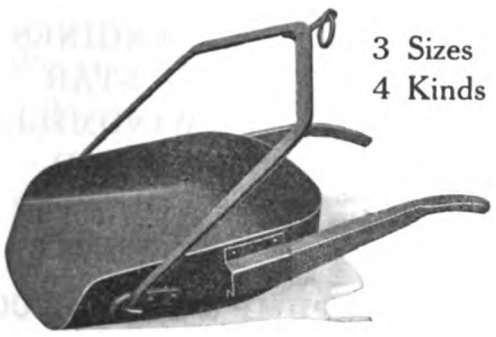
Your money back and return postage paid if you are not satisfied with trial shipment.

Write for Big Discounts

"KING" COLE BRUSHES

63 First Street, - - San Francisco

ALSO TRUCKS BARROWS ETC.



3 Sizes
4 Kinds

LANSING COMPANY

San Francisco, California

Electric Appliance Company

807-809 Mission St., San Francisco

JOBBERS OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

Electric Ranges	**Washing Machines**
Suction Cleaners	**Ironing Machines**
Fan Motors	**Heating Devices**
Wiring Materials	**Auto Accessories**

Tires—Tubes—Ford Parts

Genuine Crank Shaft and Connecting Rod Bearings, Etc.



Are You Prepared?

Losses are adjusted every day for people who thought they would never have a fire.

100% PROTECTION—SAVING 50%

ASSOCIATE HARDWARE & IMPLEMENT MUTUAL FIRE INS. COMPANIES

CHAS. A. McKENZIE, Manager
Pacific Coast Department
Insurance Exchange San Francisco

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General Machinery & Supply Company

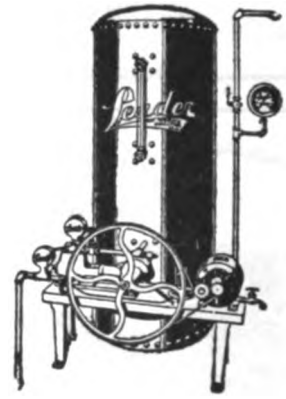
Including additions we are now making to our stock we will shortly have on hand a complete supply of General Hardware and Tools for all classes of trade. At present we carry one of the most complete stocks in San Franicsco and are headquarters for—

MACHINISTS AND MACHINE SHOP SUPPLIES
CONTRACTORS' EQUIPMENT
VALVES, PIPE AND FITTINGS
HANDLES, SHOVELS AND WASTE
BELTING AND PACKING

GENERAL MACHINERY & SUPPLY COMPANY
39 Stevenson Street
San Francisco, California

Trade Leader Mark

WATER SYSTEMS

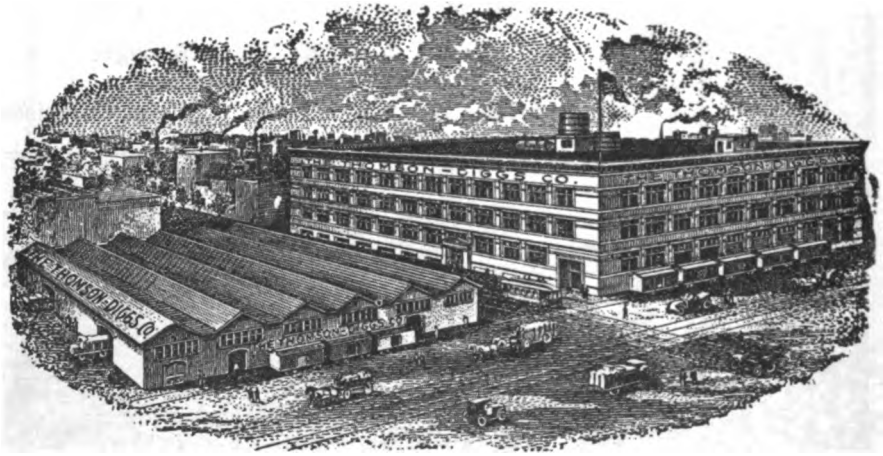


FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

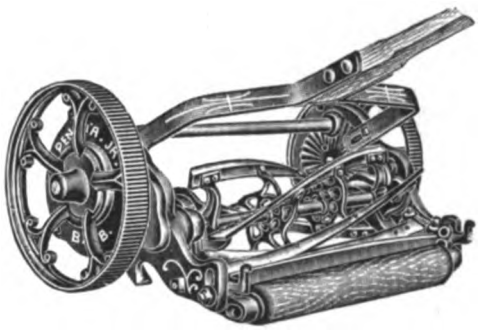
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LAWN MOWERS

We cannot impress upon the trade too strongly the advisability of placing their orders for future delivery. Not only is there an advantage in prices and terms, but you have the assurance of a seasonable stock when it is most needed.

We are referring particularly to Pennsylvania quality **Lawn Mowers**, including the following brands:

CLEAN CUT
COSMOS
DUNHAM
RADIO
PENN JR.



GREAT AMERICAN
Also the leaders among popular priced mowers
SUNSET
TROJAN

When you may know that we have been handling the same brands for twenty years or more, they must have some merit, or we would not have sold the same customers year after year.

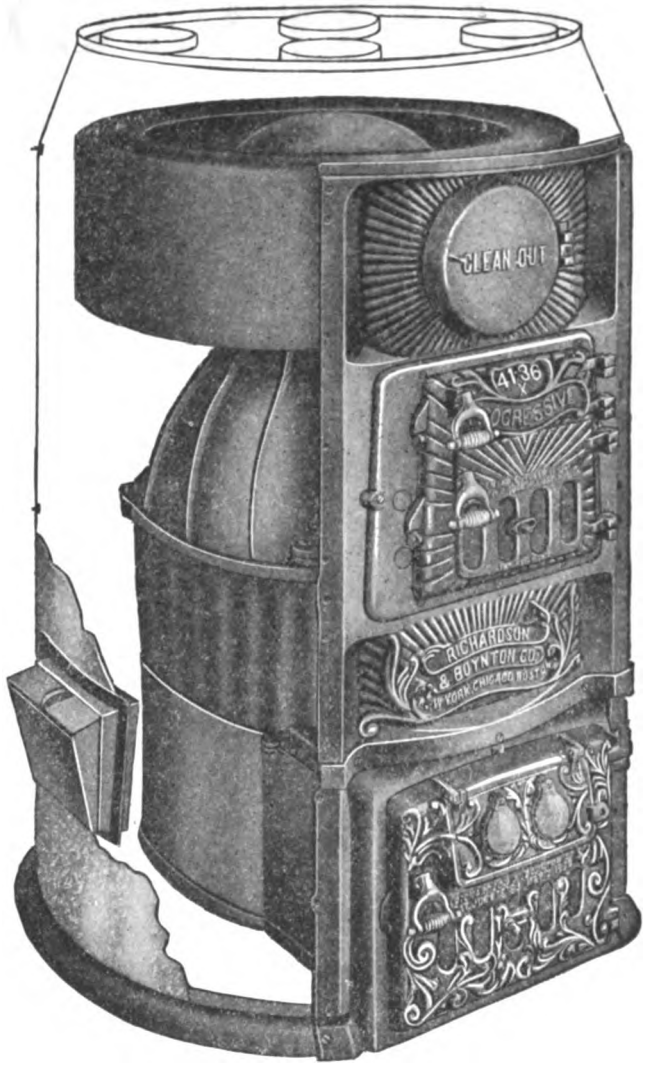
Consult our travelers as to terms, prices and special stencilling

Dunham, Carrigan & Hayden Co.

San Francisco, California

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"Perfect" Standard Furnace Heaters



Special Features of Construction

Smoke Travel — from 8 to 13 feet in radiator—economy assured.

A large Steel Radiator — 15 inches high, or a One-Piece Cast-Iron Radiator, with no joints.

Double Feed Door, 12x14, large enough for all sizes of coal or wood.

Only three joints in entire furnace.

Butterfly Damper Door in ash pit, for easy regulation of draft.

Cast-Iron Casing Rings, built so that tight joints of jacket always are assured.

One and one-half inch Cup Joints throughout heater — allow full expansion.

Ash pit 14 inches high—easy to take out ashes.

"Perfect" Triangular, Clinker-Clearing, Air-Circulating Grates—mechanically perfect.

Fire pot of heavy construction.

Burns soft coal — hard coal — wood — gas — or coke.

The general construction of these Furnaces we believe to be superior to anything that we have heretofore been able to offer for goods of this type.

We maintain a special department qualified to supply expert information concerning installations.

Feel entirely free to send blue prints or rough sketches and ask for suggestions.

THE "PERFECT" STANDARD FURNACE

STEEL RADIATOR

No.	With Cases	Less Cases	Diam. Fire Pot	Diam. Grate	Diam. Rad.	Diam. Cases	Height Castings	Height to Top of Panel Front	Size Smoke Collar	H. P. Capacity Sq. In.
217	$ 97.00	$ 82.00	16"	12"	23"	32"	48"	48½"	7"	**225**
219	112.00	95.00	19"	16"	26"	36"	50"	50"	7"	**265**
222	135.00	114.00	22"	19"	30"	40"	52"	50¼"	7"	**310**
224	174.00	151.00	24"	22"	33½"	44"	53"	51½"	7"	**450**
226	214.00	186.00	26"	24"	37"	50"	54"	51½"	7"	**575**

Write for Discount and Special Catalogue

MANGRUM & OTTER, Inc., 827-831 Mission St., San Francisco, Cal.

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THE DEMAND THIS SEASON FOR

Glacier Sanitary Refrigerators

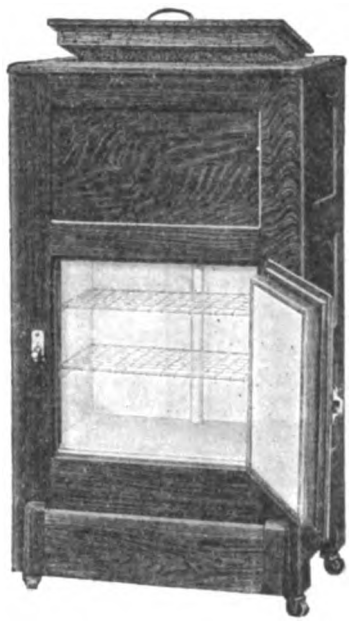
Far Exceeds All Previous Years

THEREFORE

Place Your Orders NOW for Your Next Season's Needs

THE GLACIER LASTS LONGER

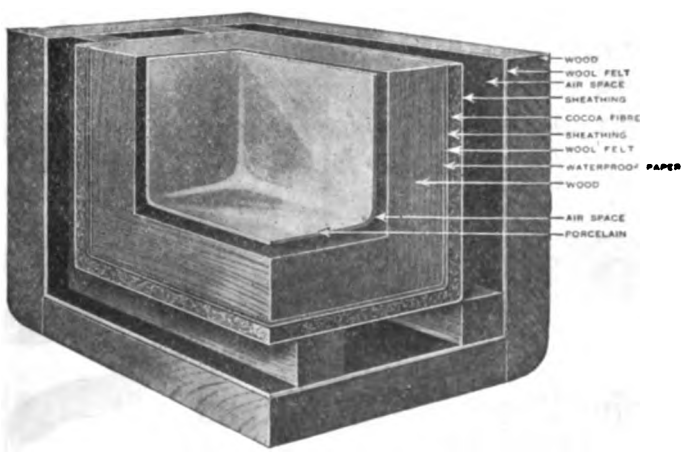
THE LIFE OF THE GLACIER IS FULLY THIRTY-FIVE YEARS



IT'S SO EASY TO CLEAN

ALL INSIDE PARTS REMOVABLE

Perfect Insulation is one of the Most Important Features in Refrigerator Construction



Sectional View of the Wall of a Glacier Refrigerator

After Careful Investigation it was found that Cocoa Fibre is the Best Insulation obtainable and was therefore adopted for all Glacier Sanitary Refrigerators

FOR A LOW-PRICED REFRIGERATOR WE RECOMMEND OUR FURNITURE CITY
SEE OUR SALESMAN FOR PRICES BEFORE PLACING YOUR ORDERS ELSEWHERE

BAKER, HAMILTON & PACIFIC COMPANY

SAN FRANCISCO, CALIFORNIA

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CORDAGE

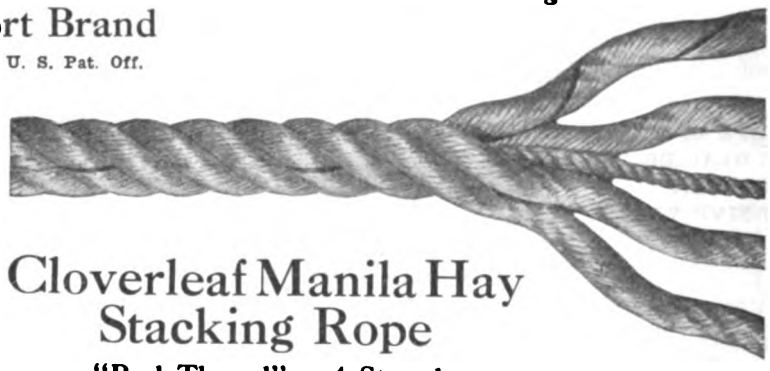


Three Strand Stock Rope

PURE MANILAS—
Cloverleaf Brand
Seaport Brand
Reg. U. S. Pat. Off.

Unexcelled for General Usage

White Sisal
Sisal



Cloverleaf Manila Hay Stacking Rope

"Red Thread" 4 Strand
Reg. U. S. Pat. Off.

Specially constructed to give the longest life on the hay fork



"Broncho Brand" Red Thread

Reg. U. S. Pat. Off.

4 Strand Lariat Pure Manila

KNOWS NO COMPETITION

MANUFACTURED BY

THE PORTLAND CORDAGE CO.

Portland, Oregon Seattle, Washington

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Erb Hardware Company
WHOLESALE HARDWARE
TRADE -EHCO- MARK
LEWISTON, IDAHO

BELTING
PACKING
MILL AND MILL SUPPLIES
WAGON WOOD STOCK
AUTO SUPPLIES
IRON AND STEEL
BUILDERS' HARDWARE
STOVES
TIN AND ENAMEL WARE
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Hardware Company
Park and Glisan Streets
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Seeger & White Mountain
Refrigerators

White Mountain
Ice Cream Freezers

Nesco Perfect Oil Cook Stoves

New Perfection Oil Cook Stoves
with Superfex Burners
"Cooks as fast as Gas"

Rusco Brake Lining
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Oregon Distributors
for Burd Quick-Seating
Piston Rings

A. M. HOLTER
Hardware Company
Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER
Hardware Company
SPOKANE, WASH.

WHOLESALE
ONLY

Auto Accessories

Plymouth Rope
Automatic Washers
Sargent Hardware
Acme Paints
Rawlings Sporting Goods
Ideal Furnaces
Ideal Heaters
South Bend Malleable Ranges
Mill, Mining and Logging Supplies

Prompt, Courteous Service

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Let Us Be Your Warehouse

Keep your profits up and your overhead down by using our fast and dependable

Service

Strevell-Paterson Hardware Company

SALT LAKE CITY

Wholesalers and Jobbers

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WE OFFER YOU

Hardware
Tinware
Enamelware
Ammunition
Builders' Hardware

OF DEPENDABLE QUALITY

PROMPT AND EFFICIENT SERVICE

Stove Repairs and Waterfronts

DIRECT FROM THE MANUFACTURER TO YOU

Complete stock of Standard Parts made from our own PATTERNS at our own FOUNDRY

This is why we can offer you

SRS
STOVE REPAIR SERVICE

Largest Stove Repair House in the Northwest

SPOKANE STOVE & FURNACE REPAIR WORKS

912-914-916 First Avenue, Spokane, Washington

Complete Stove Repair Service

REPAIRS: Nearly 20 years experience in handling stove and furnace repairs for Northwest Merchants.

COMPLETE STOCK of repair parts.

PLATING: Nickel, gold, silver and copper plating—All finishes.

Galvanizing—Oxidizing

Let us handle this department of your business to show you a profit.

Mail orders filled promptly.

MYER S. RUBENS

JOBBERS — WHOLESALERS

1009 W. First Avenue - Spokane, Washington

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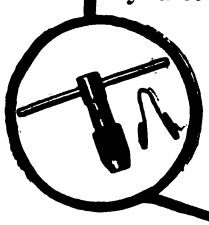
Easy to Sell-



Starrett
T-Handle Tap Wrench No. 93

It's easy to sell tools when you have tools that fill a definite want. Take this new Starrett No. 93 T-Handle Tap Wrench, for instance. Here's a tool that's easy to sell because it's got so many uses, more people **need** it. And it's such a handy, efficient little wrench for holding practically any small tool to be turned by hand, that it's an easy job to make people **want** it.

Fully described and illustrated in special Supplement to Starrett Catalog No. 22 "B.F." showing latest Starrett Tools. Write for copies, and get a line on some tools it will pay you to push.



The L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.
42-326

Sell Starrett Tools

FACTS
Worth Remembering

"They may all look alike BUT there's only one NIKOLITE"



In ordering Window or Fly Screen Cloth from your jobber, don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

Please Order Through Your Regular Jobber

Manufactured by

The LUDLOW-SAYLOR WIRE CO.

ST. LOUIS, MO.

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Keep Your Dollars Working!

Order often from our well selected lines of high class merchandise and insure quick and profitable turnover

Our Service is Unexcelled

Send us your orders today and let us prove our ability to serve you

Sale Lake City Utah

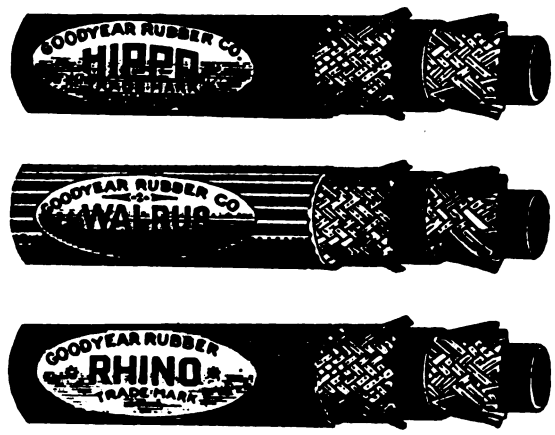
The Salt Lake Hardware Co.

Pocatello Idaho

EVERYTHING IN HARDWARE

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street
SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St., & Pine St.
PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

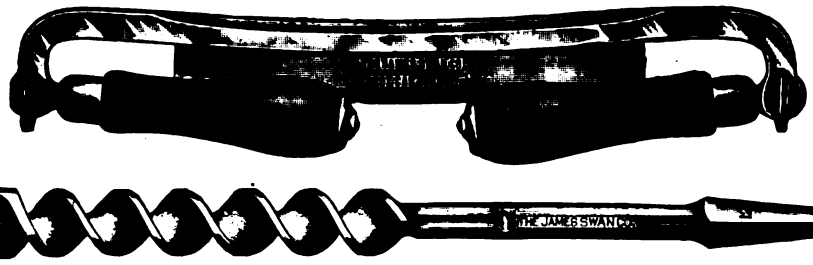
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THE JAMES SWAN COMPANY

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AUGERS

CHISELS
DRAW KNIVES



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SCREW DRIVERS
GOUGES

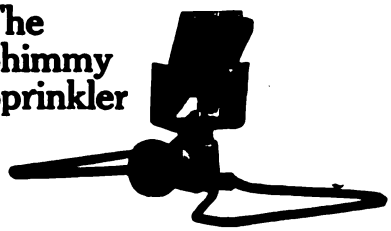
New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

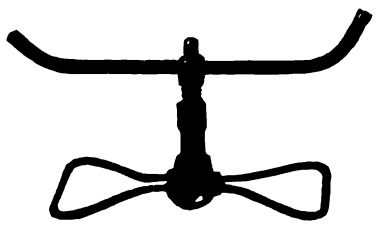
Sold by THOMSON-DIGGS COMPANY, Sacramento, California

BUCKNER SPRINKLERS

The Shimmy Sprinkler



A patented sprinkler with a COLLEGE EDUCATION. Distributes lots of water uniformly over an area of four to five feet in width by 30 to 50 feet in length according to pressure. ¾" hose connection, works well on any pressure.



No. 1 Rotary

for lawns and gardens, uniform distribution, 35 to 50 feet diameter. Solid brass ¾" conn. No metal bearings, does not leak. Adjustable as to speed and area, works well on ½" hose.

Adjustable Underground Heads

— FOUR TYPES —

Heavy Indestructible for Lawns 1 Doz. Per Box Uniform Distribution



Circular Spray Half Circle, Quarter Circle, or Long, Narrow Strip

The BUCKNER underground head is the latest invention in this type of sprinkler and the result of years of experimenting, and is known throughout the United States as the only underground head ever designed to irrigate either a circle, half circle, quarter circle, or long, narrow strip. No underground system can be satisfactory without different forms of sprays. They are absolutely essential in all installations on large lawns and parking strips.

These heads are installed flush with the soil, hidden by the grass and not found by the lawn mower. They are never suspected as being in the lawn. No obstructions for people to fall over. In fact an invisible system, eliminating all labor in connection with lawn irrigation. Simply turn a valve and the work is done.

Science is a reliable aid in lowering costs and increasing efficiency.

BUCKNER MFG. CO., Fresno, Cal.

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NEW IMPROVED CARPENTER'S TOOLS

NO. 65 L WITH LEVEL **NO. 65 WITHOUT LEVEL**



Popular Priced, Accurate, Durable, Well Designed Tools

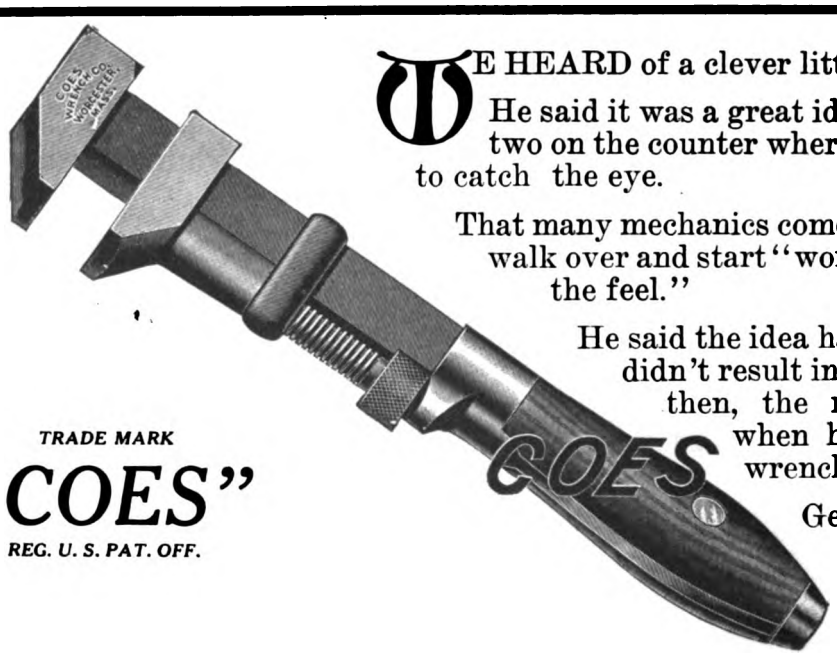
Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Moveable head securely clamped at any point.

Combine in One Tool the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gage, Height and Depth Gage and Separate Rule.

ASK YOUR JOBBER'S SALESMAN

TAPES—RULES—MECHANICS' TOOLS

New York Windsor, Ont. THE LUFKIN RULE CO. Saginaw, Mich.



TRADE MARK
"COES"
REG. U. S. PAT. OFF.

WE HEARD of a clever little salesman.

He said it was a great idea to keep a COES or two on the counter where they had the chance to catch the eye.

That many mechanics come in and just naturally walk over and start "working it" and "getting the feel."

He said the idea had a great effect. If it didn't result in a sale right there and then, the mechanic came back when he did need a good wrench and specified COES.

Get a good supply from your Jobber and try it.

COES WRENCH CO.

ESTABLISHED 1841 IN WORCESTER, MASS.

AGENTS

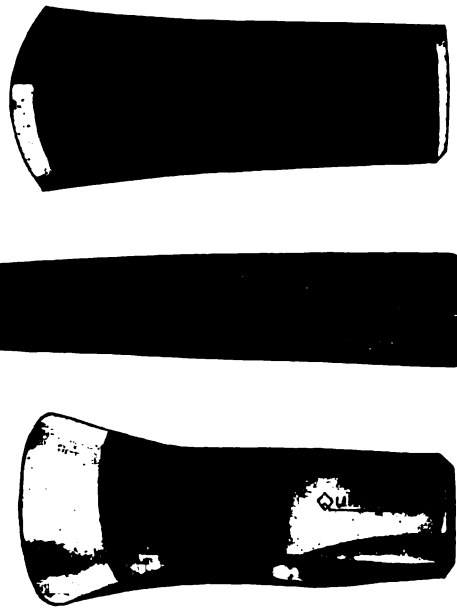
Pacific Coast Agents
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268 Market St., San Francisco

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QuiKwerK
TOOLS



Wood Choppers' Tools

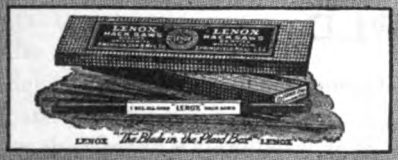
WE think enough of QUIKWERK Tools to guarantee them to meet *your* idea of satisfactory wear. And yet they cost no more than the ordinary kind.

Ask your Jobber for QUIKWERK Hand Tools

The Warren Tool & Forge Co.
261 Griswold Street - - Warren, Ohio

"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.



Cut Your Gauge Glasses
The Sure and Easy Way
A slight thumb pressure does the trick—with Wilkins Gauge Glass Cutter
GEO. H. WILKINS COMPANY, 180 N. Market St., Chicago
Western Representatives, SPRAKE SALES CO., Inc.
Prentiss N. Rice, 506 Charles Bldg., Denver — F. H. Chown, 1121 Gasco Bldg., Portland — J. E. Hooper, 202 Postal Tel., San Francisco
G. T. Sprake, 216 Higgins Bldg., Los Angeles

ARM AND HAMMER
anvil anatomy!

BODY: Wrought iron makes them the toughest and last the longest.

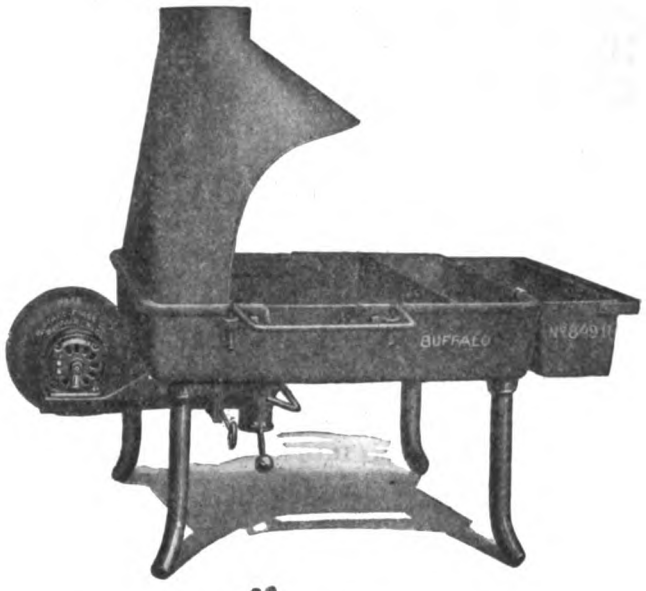
FACE: Highest grade crucible tool steel plate, welded on solid.

FOOT: Good liberal spread of base gives solid rest, stability.

PROPORTIONS: Design of horn, heel, face and body, give balance.

COLUMBUS ANVIL & FORGING CO.
COLUMBUS, OHIO, U. S. A.

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"Buffalo"

Forges	Shears
Blowers	Tire Setters
Exh. Fans	Bending
Disk Fans	Machines
Drills	Combination
Punches	Woodworkers

Very Popular With Blacksmiths, Wheelwrights and Auto Mechanics

The "Buffalo" No. 849-H Forge is an extra heavy Wagon Maker's Forge with cast iron hearth, size 38x42. This forge has heavy steel legs, hinged and balanced ash gate and heavy tuyere iron. Hood is made of steel or cast iron.

Variable Speed Blower with six speed regulator or a Constant Speed Blower furnished as desired.

Get entire story from catalog No. 100-B-37, containing valuable data.

Buffalo Forge Company
BUFFALO, N. Y.

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles—W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Oakland, Cal..Western Heavy Hdwe. & Iron Co.
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho...Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz. ..... Albert Steinfeld & Co.

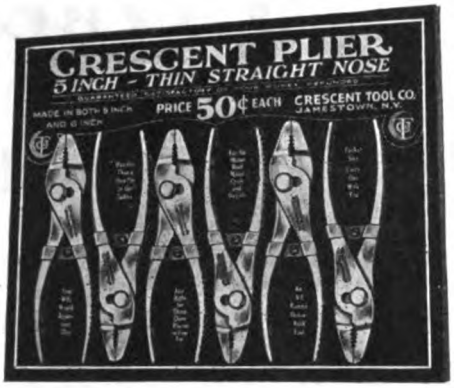
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK

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A New Display

The DB7 Display Card illustrated above is printed in two colors, purple and white, measures 8½x11 inches and is equipped with a lock easel back which prevents it falling over on the counter or a glass show case.

There are six of the No. L25 Thin Straight Nose Pliers mounted securely on a card by means of clips.

Short paragraphs printed on the card call attention to various uses of the tool and suggest the purchase.

The high grade nickel finish against the purple background makes an attractive display which is bound to catch the eye and will sell the tools as we have demonstrated by thousands of similar cards which we have furnished dealers in the past.

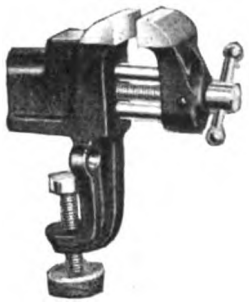
The DB7 assortment consists of the display card described, the six No. L25 five inch Thin Straight Nose pliers which are mounted on the card and six No. L26 six inch Thin Straight Nose Pliers which are packed in individual cartons.

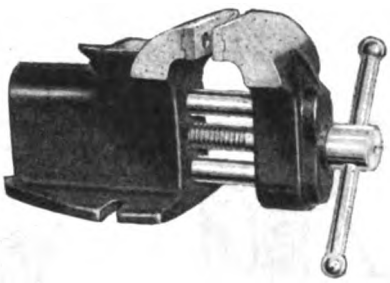
It is furnished at the regular price of the tools only.

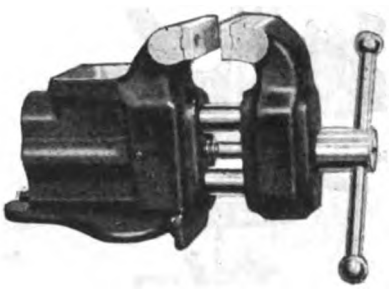
Your Jobber Has It

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

GOODELL-PRATT
1500 GOOD TOOLS







Bench Vises

An exceptionally attractive line that sells readily wherever it is displayed

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Massachusetts, U. S. A.

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"Sterling"



Hard . **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestioned merit.

We claim Endurance — Dependability — Fast Cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"—tells the story.

SOLD THROUGH JOBBERS ONLY.

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

Exclusive Pacific States Representatives

Champion Blowers, Forges, Drills and Screw Plates



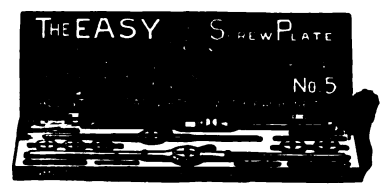
No. 400 Blower

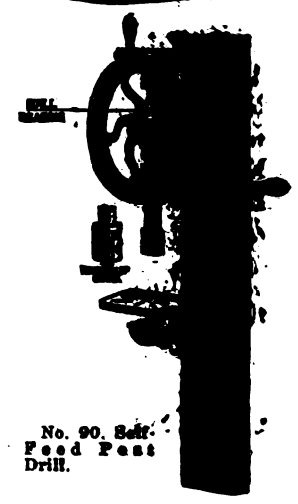


No. 401. Rivet Forge



No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.





No. 90. Self-Feed Post Drill.

No. 203. Self-Feed and Double Compound Lever Feed Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.

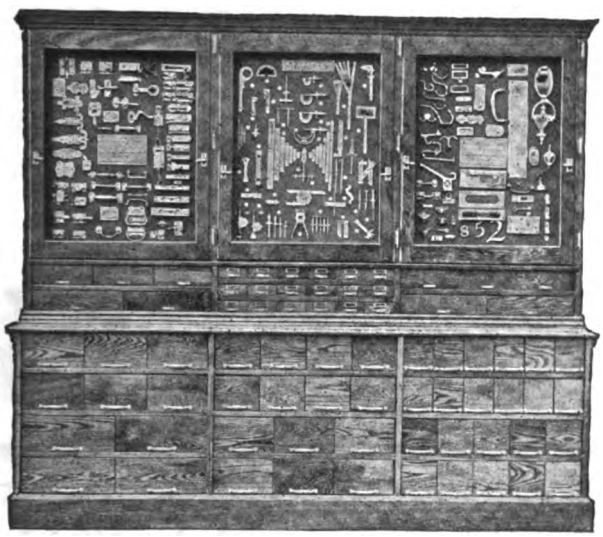
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Save Time and Money

BY USING

Heller's Pivot Door Hardware Shelving

DISPLAY FULLY PROTECTED BY GLASS



STOCK CARRIED IMMEDIATELY BEHIND

IT IS COMPARATIVELY INEXPENSIVE

OF CONVENIENT LENGTHS

EASILY INSTALLED

WILL GIVE LASTING SERVICE

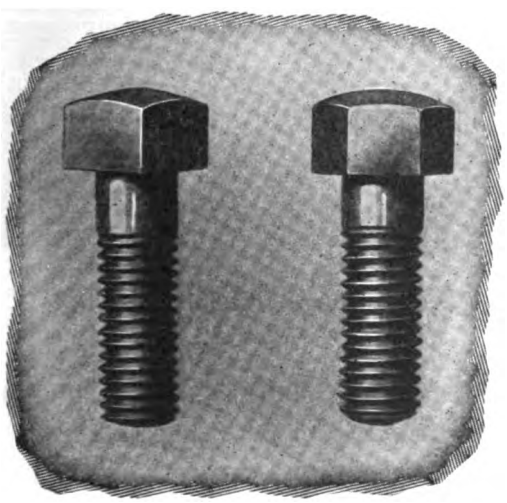
An investment will pay big dividends by the additional sales it will create.

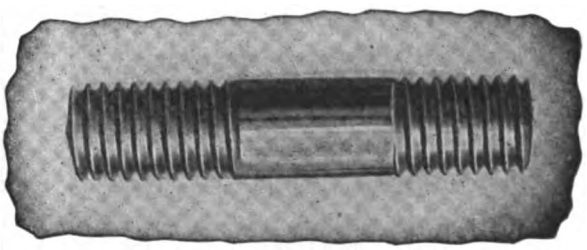
NEW PRICES IN EFFECT

Write today for Catalog 26-H, which describes several types.

W. C. HELLER & CO.

MONTPELIER, OHIO





WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, California.
Strimple & Cox, L. C. Smith Building, Seattle, Washington.
Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City
Taylor, Youngs & Cox, 728 Colorado Building, Denver, Colorado
Strimple & Cox, Corbett Building, Portland, Oregon

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"Pittsburgh Perfect"

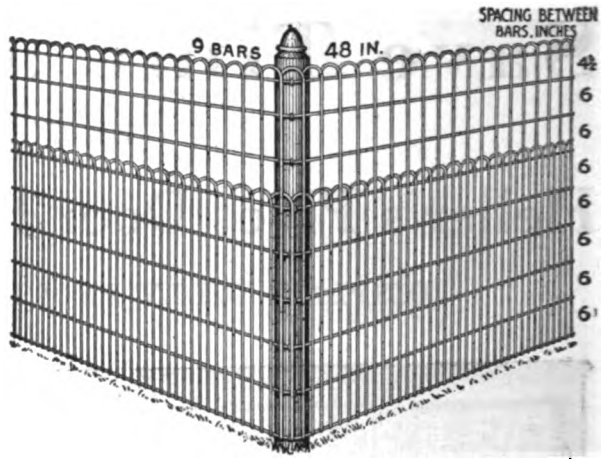
Electrically Welded

Lawn Fencing

"Pittsburgh Perfect" Lawn Fences are exceptionally strong, durable and beautiful. The stiff, electrically welded one-piece fabric is easily erected and keeps its shape. Made of our own Open Hearth Wire. A Perfected fencing; **every rod guaranteed.**

Our Lawn Fences are made in Double and Single Scroll and Plain Top Styles. Stays 2⅞ inches or 1⅞ inches apart. With styles 1⅞ inches apart the designs are non-climbable. Plain top designs are popular also for parks, tennis courts, chicken runs, barn yards, corn cribs, guards around exposed machinery, etc. A distinctive, profitable line.





PITTSBURGH STEEL COMPANY
General Offices, Pittsburgh, Pa.

Pacific Coast Office
359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

DUNHAM, CARRIGAN & HAYDEN CO.
San Francisco, Cal.
Northern California and Nevada

WHITON HARDWARE COMPANY
Seattle, Wash.
Washington and Oregon

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U. S. A.

Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

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"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

That quality in screen cloth is being recognized more than ever is further shown by our greatly increased sales of AMERICAN BRONZE. Are you overlooking opportunities for Bronze sales? Avoid copper substitutes, as these are entirely too soft and are not so durable.

ORDER THROUGH YOUR JOBBER

We also manufacture "AMERICAN BRAND" Kopnik, Monel, Copper— Painted and Galvanized and special grades to order.

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES: Chicago, Illinois. Mt. Wolf, Pa.

Representatives:

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Norcross



Garden Cultivators

LUTHER BURBANK pronounces the Norcross a wonderful implement, using a dozen or more of them on his own estate, and says: "They are the Best of their kind."

Selling a Norcross is selling Quality, Service and Satisfaction to a customer at a moderate cost and an attractive profit. Three sizes, all strongly made and handsomely finished. Order through your jobber and be sure you get the Genuine Norcross.

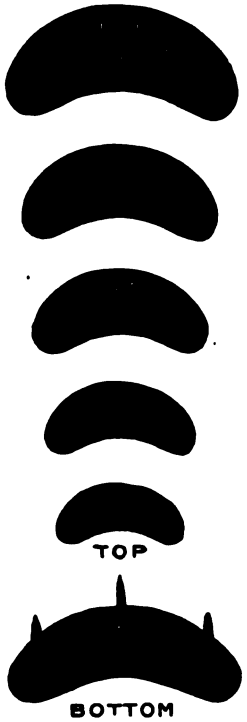
C. S. Norcross & Sons

MANUFACTURERS

Bushnell, Ill., U. S. A.

UNBREAKABLE

Empire Heel Plates



Toughest heel plate on the market. You may twist, pound, or batter as you will, but the Empire comes out of it without injury. The Empire never breaks, but wears and wears.

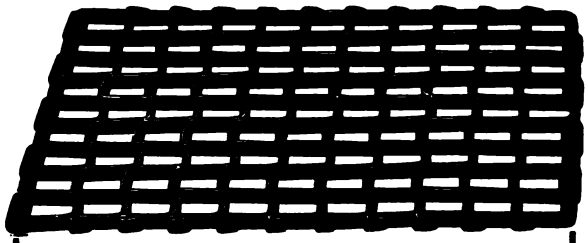
Stock the Empire and give your trade the best material, the longest service, and the most appropriate design.

The Fate-Root-Heath Co.

Plymouth, Ohio

New York Office, 90-92 West Broadway, D. N. WINNER, Mgr.

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Made of Galvanized Ribbon Steel
Continuous Crimp No Short Pieces

Keystone Flexible Steel Mat

The original continuous crimp mat. Easily rolled into small space. The most durable mat made. Reversible, and will not warp or curl up.

Eight regular sizes, or will make to order any length desired. Rolls in stock at all times. Stock sizes from 16 x 24 to 40 x 72 inches.

Ideal Woven Wire Mats

Lowest Price Wire Mat Made

Made of galvanized round steel wire, with mesh of flat coil construction, ingeniously woven on substantial galvanized one piece steel frame, which is electrically welded.

Made in Four Stock Sizes

WE ARE EXCLUSIVE MANUFACTURERS OF

"Rolamat"

THE FLEXIBLE WOODEN MATTING

Can Be Rolled Up Like a Rug. Sanitary, Reversible.

Write for Prices on Our Lines

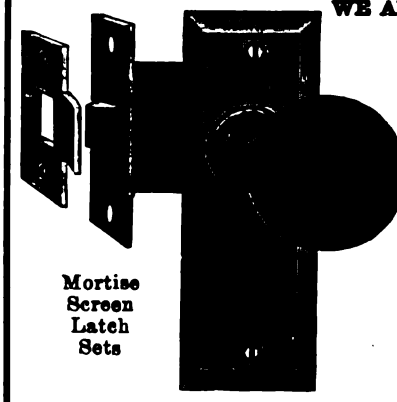
KEYSTONE WIRE MATTING CO.

Sole Manufacturers (Est. 1894) Beaver Falls, Pa.

PACIFIC COAST OFFICE
618 AMERICAN BUILDING, LOS ANGELES, CAL.

Shelby Screen Door Hardware

WE ALSO MAKE



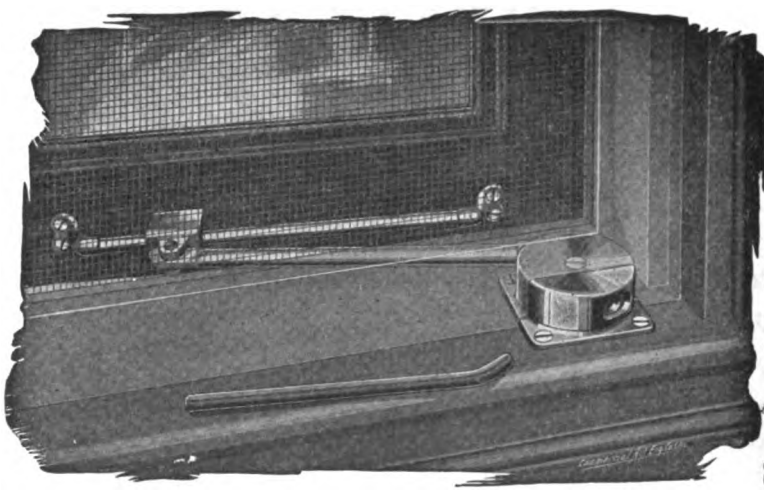
Mortise Screen Latch Sets

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

The SHELBY SPRING HINGE CO.
SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO., Los Angeles, Cal.
D. L. HERMAN, Seattle, Wash.



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

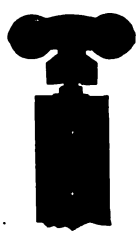
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

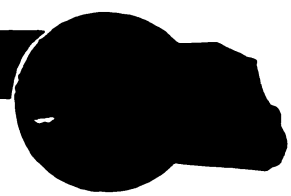
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

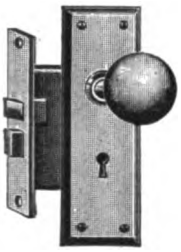
Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

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Lockwood Hardware.



Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

LOCKWOOD MANUFACTURING CO.

Manufacturers of

BUILDERS' HARDWARE

SOUTH NORWALK, CONN., U. S. A.

JOSEPH T. POLITEO, 183 Stevenson St., San Francisco, Western Representative.



DOOR HANGERS
and
Garage Door Hardware

NO BETTER evidence could be had of the faith that dealer and user alike have in Allith-Prouty goods, than the constantly increasing demand.

Over two decades of trade establishment have built up an enviable good will directly traceable to the unvarying production of properly designed and extremely well made sliding door hardware.

SEND FOR CATALOG 90

ALLITH-PROUTY COMPANY

MANUFACTURERS

DANVILLE . . . . . ILLINOIS

ALLITH-PROUTY

WOOD SCREWS

CONTINENTAL WOOD SCREW CO. INCORPORATED 1904

SPECIAL SCREWS AND UPSET WORK IRON. BRASS BLUED AND NICKELED SCREWS NEW BEDFORD, MASS. U.S.A.

MACHINE SCREWS

ANDREW CARRIGAN CO.

Pacific Coast Representative

Sanfrancisco Los Angeles Seattle Denver

TRADE MARCY MARK

Junior Screwdrivers
No. 272



MR. DEALER —

Show up a card of our No. 272 drivers along-side any others at the price and let your customers decide for you which is the quickest profit making item.

Your only loss is in NOT having them.

ASK YOUR JOBBER

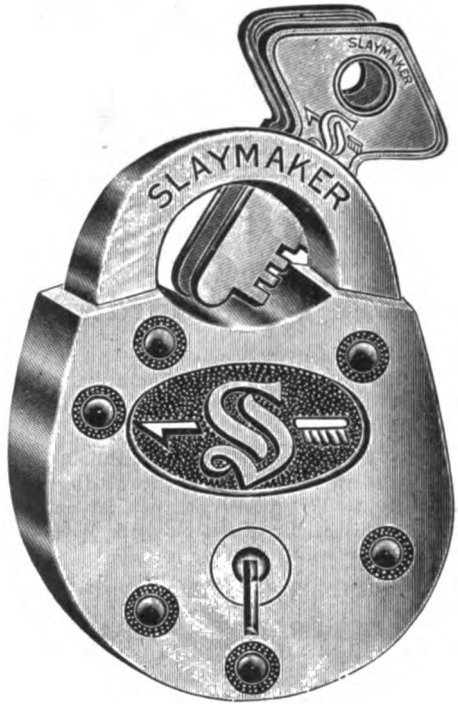
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Pacific Coast Agents:

SPRAKE SALES CO., INC.

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J. C. Hooper, 813 Postal Telegraph Bldg., San Francisco
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No. 126 — BRONZE METAL
Secure Lever, Many Change Interior Construction

Security
Is Always Our First Consideration

But no detail of workmanship and finish is too small for our careful attention in the production of a line universally recognized as equal to the best similar goods made.

Soliciting new business on our record
Catering to the better class jobbers

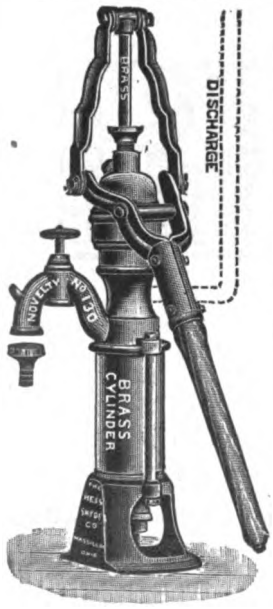
Fraim-Slaymaker
Hardware Company, Inc.

Lancaster, Pa., U. S. A.

Favorably considered throughout the world as one of the larger manufacturers.
Write for General Catalogue No. 102A

Western Representatives:
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Fifth Floor, Higgins Building, Los Angeles, Cal.
1022-23 Alaska Building, Seattle, Wash.
412 Boston Building, Denver, Colo.

GET IN A SUPPLY OF
NOVELTY FORCE PUMPS
And treat your customers to the best.



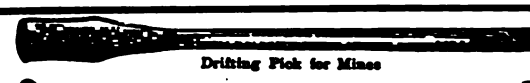
(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio



Drifting Pick for Mines

NORTHERN HANDLE CO.
Manufacturers of
"POINTER BRAND"
Guaranteed Best Quality
HANDLES

Axe, pick, hammer, hatchet, Cant Hooks, Peavey and Pickaroon Handles

Price List upon Request

Machinist's Hammer — NORTHERN HANDLE CO. — Blacksmith's Hammer
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Regular Single Bit Axe



BARTLETT
Compound Lever Snips and Pruning Tools

Best tool steel and even cutting jaw. Made in all sizes. Fully guaranteed.

BARTLETT MFG. CO. - 36 E. Lafayette Street, Detroit, Mich.



Gilson Garden Tools

Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.

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NO ADVANCE

Notwithstanding the higher cost of material and labor the prices of

PENNSYLVANIA
Quality

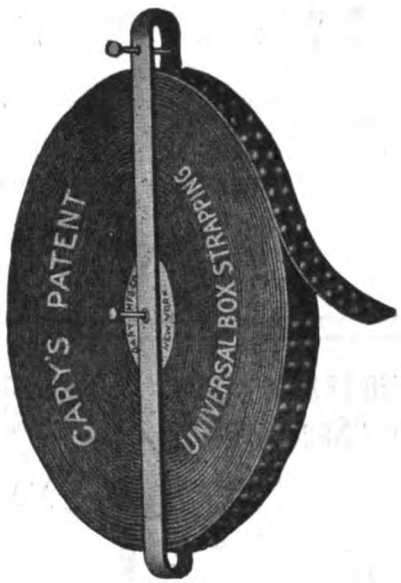
LAWN MOWERS

are unchanged — and will not be *lower* before June 30, 1923.

Our suggestion to the hardware trade to place specifications at once, is based on the fact that stocks are lower than ever before—and the increasing difficulties and cost of production, may compel us to prorate deliveries.

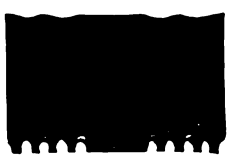
PENNSYLVANIA LAWN MOWER WORKS
FOUNDED 1877 PHILADELPHIA

"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners

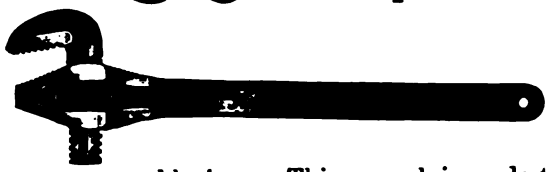


Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.
BROOKLYN - - - NEW YORK

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This is a *Little Giant* Pipe Wrench



This wrench has only 3 parts—movable jaw, handle and nut. It is drop forged from high quality steel.

Owing to the novel arrangement of the jaws the wrench is "end-opening" and, as can be seen from the picture, will reach places inaccessible to the ordinary pipe wrench.

This wrench is made to **use**. On strength tests the 14-inch size shown above has successfully withstood stresses in excess of 4700 inch lbs. (Government requirements are only 2800 inch lbs.) This is a **man's** wrench. Be the first to sell it in your section.

GREENFIELD TAP AND DIE CORPORATION
GREENFIELD, MASS., U.S.A.

Three Leaders from the "Sacks Line"

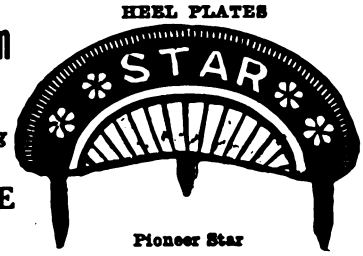
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STAR HEEL PLATE COMPANY
LOUIS SACKS, INC.
357-391 Wilson Ave., Newark, N. J., U. S. A.

Nevada and Utah Representatives: E. C. Coffin Company, 424 Ness Building, Salt Lake City, Utah.

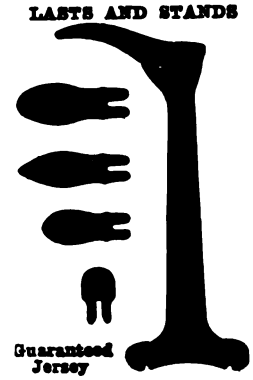
Pacific Coast Representatives: Mr. J. J. Wirtner, 2d and Mission Sts., Room 511 Wells Fargo Bldg., San Francisco, Cal.

HEEL PLATES



Pioneer Star

LASTS AND STANDS



Guaranteed Jersey

COBBLER SET



Improved, Economical

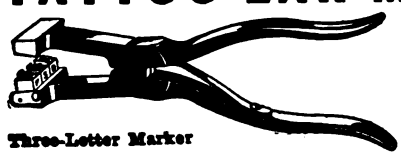


BURNT IVORY BRAND SECOND GROWTH HICKORY

Axe, Pick, Sledge, Hatchet, Hammer and all Mining Tool Handles. Known everywhere as the Best.

IVORY HANDLE COMPANY - Hope, Arkansas

TATTOO EAR MARKERS FOR LIVE STOCK



Three-Letter Marker

The Only Permanent and Reliable Means for Live Stock Identification. For Hogs, Sheep, Cattle and Horses

GOOD DISCOUNTS—GOOD SELLER—REPEATS

SEND FOR OUR DEALER PROPOSITION

F. S. BURCH & CO., 152-154 W. Huron Street, CHICAGO, ILL.



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

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Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver



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"YANKEE" VISES

With Detachable Swivel Base

FOUR SIZES

No.—	1991	1992	1993	1994
Jaws open, inches.	1½	1 15-16	3⅛	4
Height, inches ...	3⅛	4⅛	5¾	7⅝
Length, inches ...	4⅝	6	8⅜	12¼
Net weight, lbs....	3	6	14	41



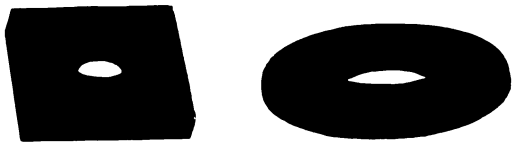
Your Jobber Can Supply You

The vise is accurately machined on the bottom, sides and end, for use in holding work in several positions on drill press, shaper, etc., allowing it to pass through several operations before necessary to change it in the vise. An entirely distinct feature in vises and one that is quickly appreciated by Tool Makers, Pattern Makers and Machinists.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.

There is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

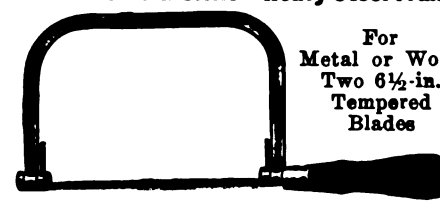
Milwaukee, Wis.

Coast Representatives
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Denver, Colo.

The Bridgeport Hdw. Mfg. Corp.

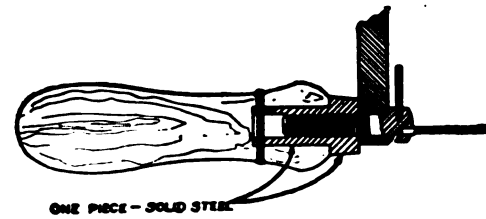
BRIDGEPORT, CONN.

ADJUSTABLE COPING SAW. Heavy Steel Frame



For Metal or Wood Two 6½-in. Tempered Blades

No. 9—"Favorite," extra nickeled frame, rubberoid finish handle..... Doz., $12.00
No. 19—"Leadall," nickeled frame, red handle, Doz., $10.00
No. 29—"Leadall," polished frame, red handle, Doz., $9.00
No. 200—Blades for same..... Gross, $6.00



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J. C. McCARTY & CO., 29 Murray Street, New York City

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MAYDOLE HAMMERS

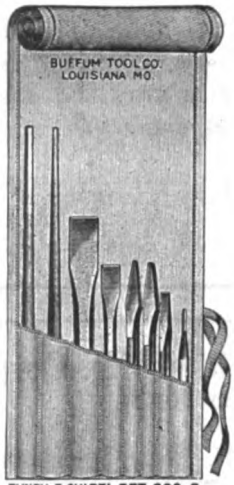
THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect



The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.

BUFFUM TOOL CO.
LOUISIANA, MO.

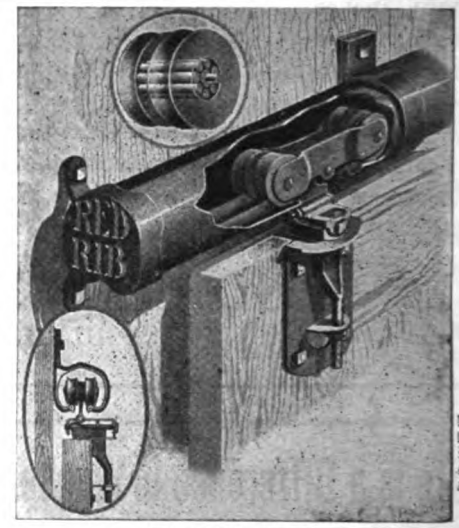


PUNCH & CHISEL SET 208-C



AUTO PUNCH SET-313

"SPECIAL" BRAND
First Quality, Full Polished and Blued.
Warranted Tools — In Canvas Covers.
No. 208-C—Set of 8 Assorted Tools....List $3.00
No. 313—Set of 5 Auto Punches.....List $3.00
Write for Sample Sets
C. W. GAUSE CO., Agents
695 Mission Street, San Francisco, California



No. 101 Surface Adjustable

RED RIB
Strongest trolley made. Easy running. Tandem wheels, roller bearing, hinged and flexible.
The track will not spread because of solid double-grooved wheels and arched treads. Sheds water. Bird proof.

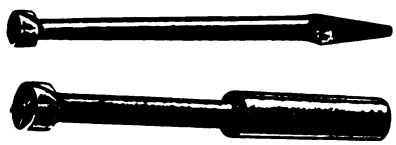
Capacity:
- No. 100 A for doors up to 300 lbs.
- No. 100 B for doors up to 400 lbs.
- No. 101 A for doors up to 300 lbs.
- No. 101 B for doors up to 500 lbs.

NOTE: The wheels run on the arched treads; adds strength, reduces friction. There is a strong guarantee back of Red Rib.

THE TOPPING MFG. CO., Ashland, Ohio, U. S. A.
For 18 Years Safety Door Hanger Co.
Represented by W. R. Voorhees & Co., The Call Bldg, San Francisco

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work
SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.
Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

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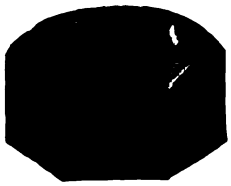
S. A. E. Standard Nuts Milled From Bar Stock

¼" to 1" in Cartons



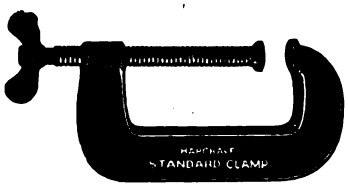
Western Screw Products Co.

ST. LOUIS, MISSOURI

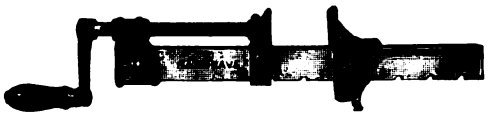


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216 Market Street, San Francisco, Cal.

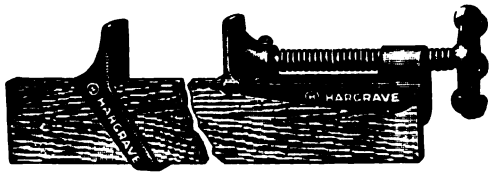
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PERFECTION STEEL BAR CLAMPS



CLAMP FIXTURES FOR WOOD BAR

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CARLSON & FRAHM, Pacific Coast Representatives
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SASH CHAIN



CABLE CHAIN



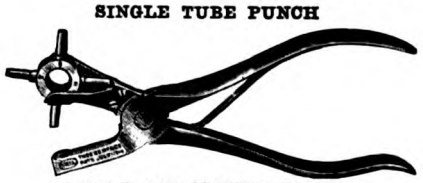
SAFETY CHAIN



PLUMBER'S CHAIN

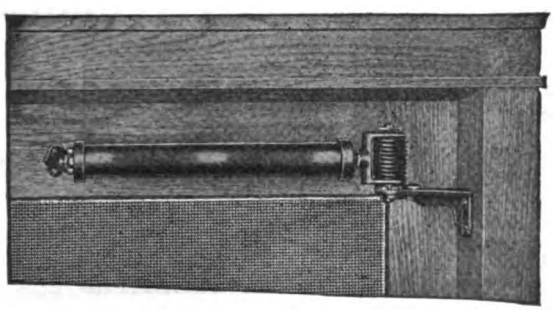


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The Smith Screen Door Check

Closes the Door Quietly and Firmly

A QUALITY PRODUCT

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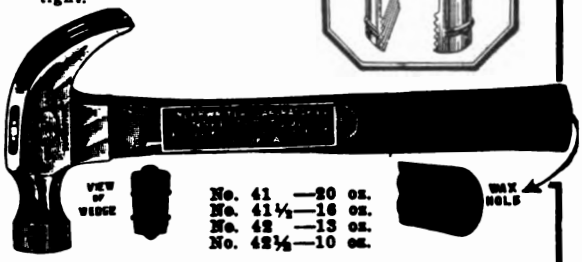
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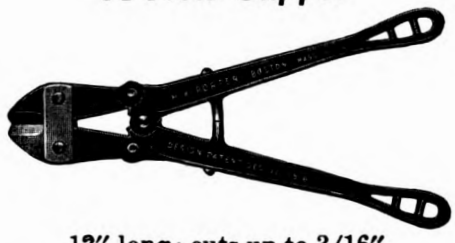


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The low price will sell it over the counter.
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Ask your jobber for
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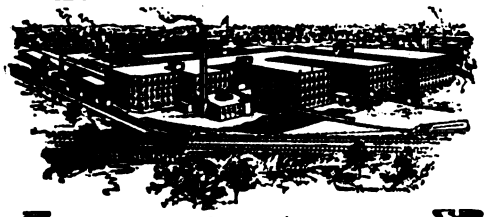
On Every Car

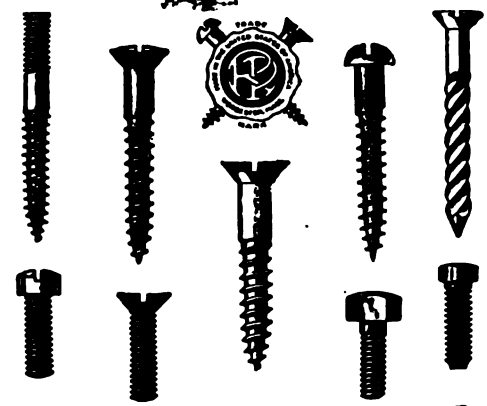


In The Handy Steel Box

KING PRESSED STEEL & MFG. CO., Boston, Mass.

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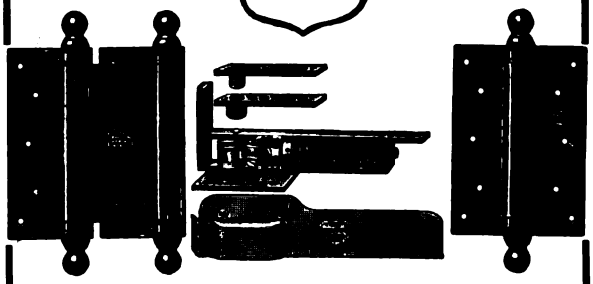
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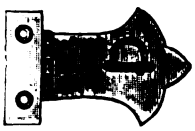
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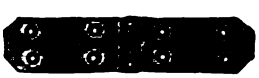
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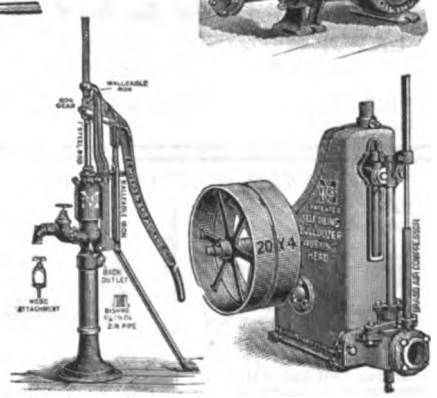


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SWEDISH TOOLS are noted for their durability



"BANKO" SCYTHES are the best Swedish scythes made. They are made of three steel layers, two soft and one hard, which have been forged and drawn out by hammering. They are warranted to hold their cutting edge and are perfectly balanced. Cutting edge is polished, all other parts forged black finish and oiled. Will fit any American Snath.



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Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

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We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

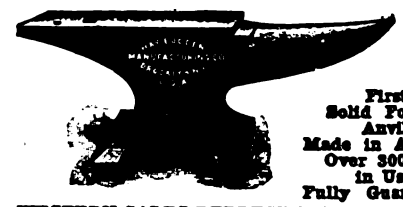
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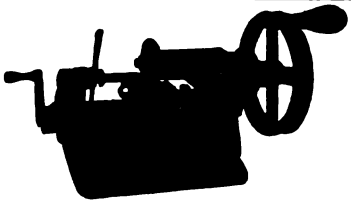


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LAWN MOWERS—Hand, Horse, Motor
Largest Makers of High-Grade Lawn Mowers in the World
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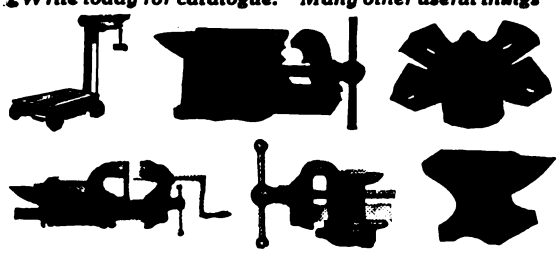
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DU-BLAKE PERFECT CAN OPENER
Clean Cut, Safe and Sanitary Edges
WORKS SO EASY A CHILD CAN USE IT

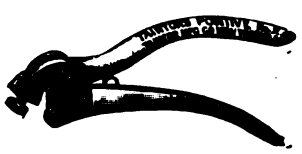
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Naturally there are a whole lot of women right in your locality who are looking for this sturdy little mill; display it and its attractive appearance will do the rest—and give a good profit to you.

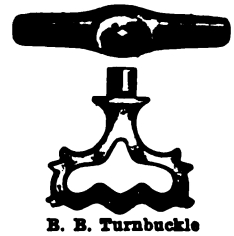
Write your jobber for prices; you'll be surprised how reasonably priced a mighty good coffee mill can be. Ask us for catalog No. 28. It features our complete line of hardware accessories and cast-iron toy novelties.

ARCADE MFG. COMPANY
FREEPORT, ILL.

Ears, Handles, Etc.
FOR TINWARE MAKERS



Berger's Ear



B. B. Turnbuckle

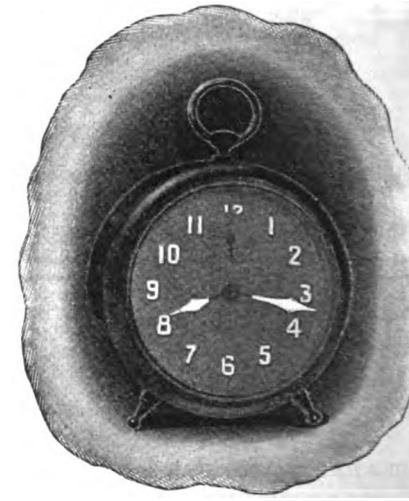


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Highest quality, finest finish, largest stock of all sizes and kinds to be found anywhere. Send for our No. 9 Catalog showing a complete line of Handles, Ears, etc., Pipe Gutter Hangers, Hooks and a complete line of TINNERS' and ROOFERS' SUPPLIES.

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ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches.

Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

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All Giving Satisfaction

We receive many such letters as the following from F. Houser & Son, Lena, Ill.:



"We have handled the Queen Incubators and Brooders for the past ten years, selling our first machine Feb. 28, 1912, and up to the present time we have disposed of 226 machines, all of which are giving the best of satisfaction, even to quite a number of the older ones which are still in service."

Ask us about your territory. Perhaps it is not yet taken.

QUEEN INCUBATOR COMPANY
LINCOLN, NEBRASKA

Queen Incubators

Get Women's Trade Watch It GROW!

Every day more women become Stovoil enthusiasts, who know that at last they can GET RID of rust on stoves and household fixtures surely, permanently and with a minimum of trouble. They tell others and our national advertising keeps up its steady volume-building work. The result is a demand that grows and grows and GROWS.

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to keep stocks in original, unrusted condition. And when big gas companies use it themselves and recommend it to their users, YOU can be sure it's GOOD.

Approved by Domestic Science Laboratories

Every Domestic Science Laboratory which has tested Stovoil has endorsed it with words of praise. Can be used inside ovens, as it is odorless. Won't stain hands. In addition to eliminating rust, leaves a rich, satiny appearance, far more attractive than mere "blacking."

Nationally Advertised to Women

in dominating women's magazines. The demand increased by word-of-mouth praise is augmented by nation-wide publicity.

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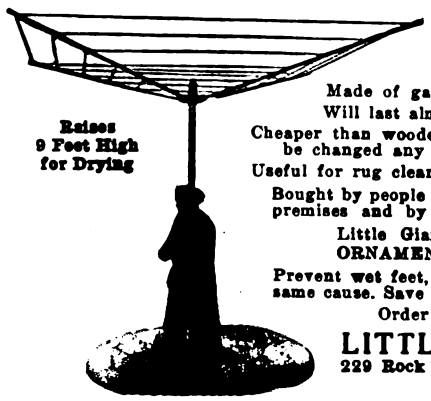
SUPERIOR LABORATORIES
Dept. 517, Grand Rapids, Mich.

Tom Tap

Pacific Coast Distributors
GENERAL SALES CORPORATION
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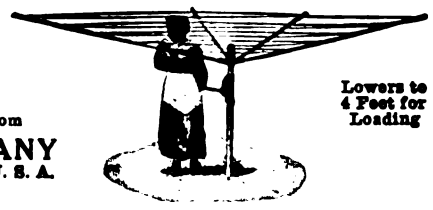
TOM-TAP Stovoil BRAND

Little Giant Clothes Reel



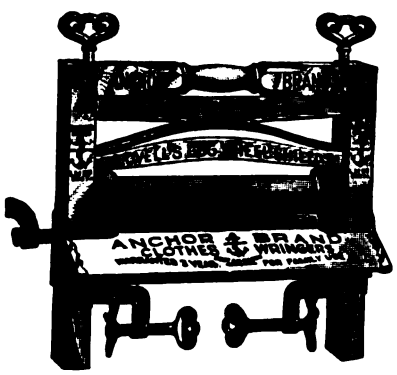
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Guaranteed FOREVER against defective material and workmanship.
Made of galvanized pipe and has 125 feet of soft, smooth, steel galvanized wire line.
Will last almost indefinitely and is unlike anything else made for the same purpose.
Cheaper than wooden posts with arms and wire. Easily and quickly erected and location can be changed any time.
Useful for rug cleaning, airing clothing, etc. One erected in any neighborhood sells many more.
Bought by people who take pride in their home premises and by men who love their wives.
Little Giant Clothes Reels are ORNAMENTS, not EYESORES.
Prevent wet feet, colds and other illness from same cause. Save doctor bills and lighten work.
Order from your jobber or direct from



Lowers to 4 Feet for Loading

LITTLE GIANT COMPANY
229 Rock St., MANKATO, MINN., U. S. A.
Established 1876



Arms and the Man— Machines and the Woman

ANCHOR BRAND TRADE MARK

The two big things to watch in the world today are: **Making the Home a Paying Industry** and **Making Industry a Friendly Home.**

If you look back, you will remember that the first "machine" to enter American homes was the Clothes Wringer and the most Clothes Wringers have been Anchor Brand. Anchor Brand sells first. It will also stay the longest.

ANCHOR BRAND CLOTHES WRINGERS

LOVELL MANUFACTURING CO., - - Erie, Pa.
Largest Manufacturers of Clothes Wringers in the World

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WHITE MOP WRINGER

New CAN'T SPLASH Line

A woman can use boiling water and strong suds or mop her floor in her ball gown without soiling hands or clothes.

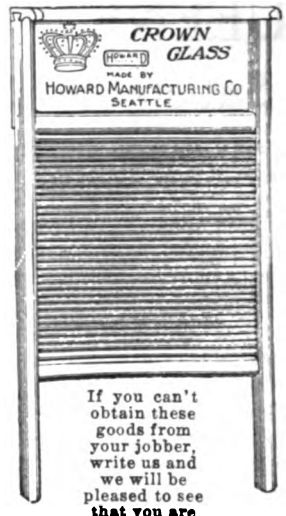
Tell your customer about this new "Can't Splash" wringer that won't spurt water on her clean floor or dress.



Tell her how easily she can have spick and span floors. Send out some of the free circular matter we furnish printed with your name and address. Get our attractive Display Rack free. You'll be agreeably surprised how fast White Wringers sell.

Write us for details and pamphlet No. 5. Please give us the name of your jobber.

White Mop Wringer Company
FULTONVILLE, N.Y.



If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied

HOWARD Woodenware

Made of Select Sitka Spruce

Ironing Boards
Pastry Boards

Clothes Driers
Step Ladders

a Complete Line of

Washboards

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

HOWARD MANUFACTURING CO.
8th Ave. W. and Ewing St. . . Seattle, Wash.

Representatives.
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San Francisco—H. D. Tyler & Co., 512 Pacific Bldg.
Portland—Strimple & Cox, Corbett Bldg.
Denver — H. D. Tyler & Co., 412 Boston Building

TRINER Slanting Dial FAMILY SCALES



No. 24, Steel Platform
No. 25, Tile Platform
No. T-25, Polished Tin Scoop, With Steel Forks
No. T-26, Steel Platform and Polished Tin Scoop

The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high, 6 in. wide, 7¾ in. deep. Dial 6 in. in diameter.

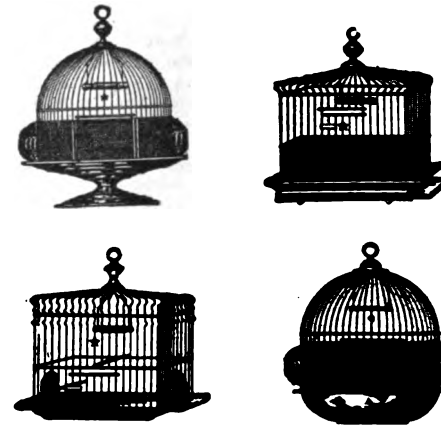
Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
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W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

O. LINDEMANN & CO.

35-37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

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A Powerful Drain Pipe Cleaner

Every month in the year is a good selling season for DESOLVO. Drain pipes have a habit of getting clogged without regard to season. Desolvo is a profitable seller because it is a steady all year-round seller.

DESOLVO cleans out clogged drain pipes. It is the only drain pipe cleaner that will work successfully with COLD water.

A powerful, PATENTED combination of chemicals that quickly removes all obstructions from clogged drain pipes. Can be used for thawing frozen pipes. Sells every month in the year if you put it out where people will see it.



K-K, a product that does one thing only but does it well. K-K cleans closet bowls. Appeals to every housewife because it lightens a disagreeable task.

ORDER THROUGH YOUR JOBBER

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Pacific Coast Agents
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F. H. Chown, 1121 Gasco Bldg., Portland
J. C. Hooper, 813 Postal Telegraph, San Francisco
Prentiss N. Rice, 506 Charles Bldg., Denver

Midwest Representative: OSCAR C. ANDERSEN, 1702 N. Talman Ave., Chicago, Ill.



Patented
U. S. Oct. 19, 1920
Canada, May 3, 1921

DEALERS ARE WARNED TO BEWARE OF INFRINGEMENTS

Furnished with rubber-cushioned base, as shown, or with 10" hardwood base.

Pacific Coast Representative
E. B. HAPPOLDT,
461 Market Street, San Francisco

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TRADE **EVEREDY** MARK

Bottle Capper No. 3 for Home Use

Warranted Unbreakable
Made entirely of Malleable Iron and Steel

There is no set limit to the amount of Capping that can be done with an Everedy.

The speed and skill with which it is operated numbers the amount of bottles than can be capped.

And all bottles are sealed absolutely air-tight.

The pressed steel capping head with reinforcing flange assures this.

Packed in individual cartons, half dozen to shipping carton, weighing 23 lbs. See your Jobber.

Manufactured by

The Everedy Bottle Capper Co.

Frederick, Maryland

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Manufacturers

CHRISTIANIA, NORWAY

Established 1832

Mustad Key Brand Fish Hooks

are always preferred, because they are right in Shape, Temper and Finish

SUPPLYING ALL PATTERNS OF FILED POINTS, HOLLOW POINTS AND SEA HOOKS USED ON THE AMERICAN CONTINENT

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AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"

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STAND FOR

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AMERICAN SEAL PAINT — MANUFACTURED BY — PLURIBUS UNUM — William Connors — TRADE MARK — TROY PAINT AND COLOR WORKS, TROY, N.Y. — ANY DESIRED SHADE OR COLOR

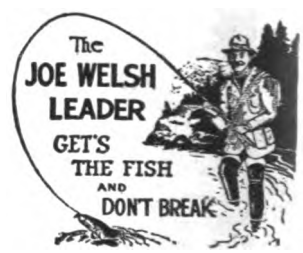
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The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. 1921

Joe Welsh Leaders



The genuine Telerana Nova is the cheapest and best by actual test. Thousands of the best anglers in the world are using them. Why not you? Universally praised, strong, knotless, durable; one trial will convince the most skeptical. For trial, I will mail you a 3 ft. in any Bass or Trout size for 25c; 6 ft., 50c; or 9 ft., 75c. One Leader will last you two seasons and then be good. Prices for Salmon sizes on application.

Again, here is what the average angler has been looking for: Limerick Hooks, T. D. Eye No. 2, 4, 6, 8, 10, and 12, tied on Joe Welsh's Snells, making the hook the weakest part of your tackle. All sizes $1.00 per dozen. Save your fish by using this new snelled hook. They do not get brittle with age.

The Blue Devil darning needle floats. Bass and Trout sizes with three foot leader attached, 75c.

The "Welsherana" transparent minnows in five colors are the latest and best in Plugdom. Trout and Bass sizes, $1.00 each, can be used on a fly rod or bait casting rod. A sample order of the above will prove to you that Joe Welsh's goods is in a class by itself.

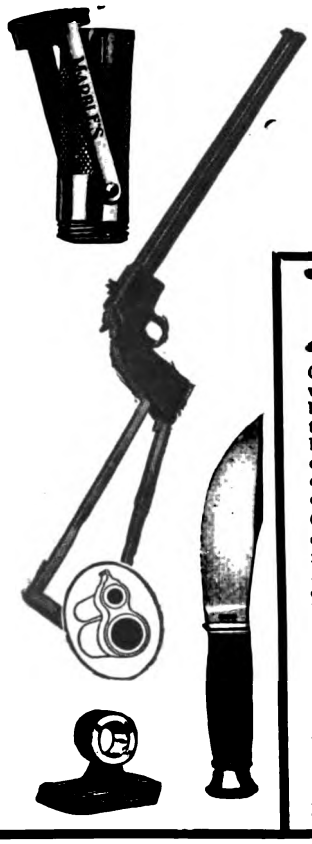
Dealers can make good profits by handling this popular leader.

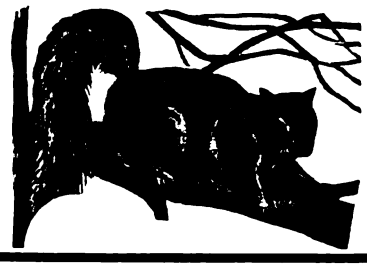
OK SEAL OF QUALITY

JOE WELSH

PASADENA, CALIFORNIA

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Ready Fall Sellers

Outdoor men are acquainted with the dependability of Marble's Outing Equipment—order these ready sellers of your jobber, or direct from us if he can't supply you. Liberal discounts from list prices. Ask for catalog.

Game Getter Gun—Two guns in one — upper barrel .22 cal. rifled, lower barrel .44 cal. and .410 ga., smooth bore, for shot, or round ball. List price 12 in. barrel $27.50, 15 in. $29.15, 18 in. $30.80, leather holster included.

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V-M Sight — Greatly improves the shooting. List price $1.65. Full line Marble's gun sights described in catalog.

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KNOWLES AUTOMATIC STRIKER SPOON

Automatically hooks the fish the instant he strikes.



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PHIL B. BEKEART CO., Pacific Coast Distributors
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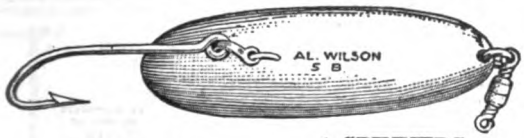


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SPIRALETS FOR Marking Poultry



IN 10 COLORS
MILLIONS USED EVERYWHERE
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NATIONALLY ADVERTISED
Hoppe's Nitro Powder Solvent No. 9

is guaranteed to thoroughly remove the residue and stop acid action of any High Power Powder and make rifle-cleaning easy.

FREE

Our five color display stand to hold eight bottles sent on request.

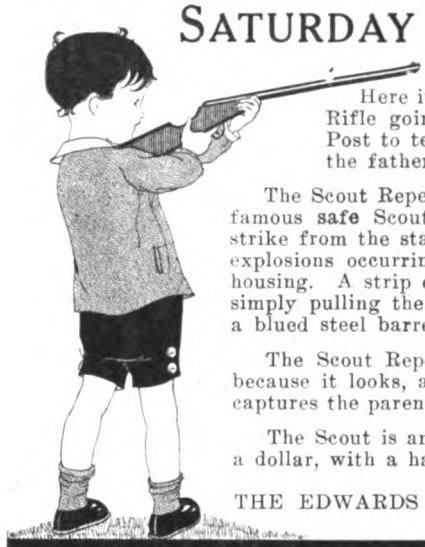
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BANG! RIGHT INTO THE SATURDAY EVENING POST



Here it is—the **new** Scout Repeating (Cap) Rifle going right into the Saturday Evening Post to tell the story of **absolute safety** to all the fathers of Young America.

The Scout Repeating Rifle is the big brother of the famous **safe** Scout Automatic Pistol that was a ten strike from the start. Made on the same principle, all explosions occurring **inside** and protected by a safety housing. A strip of 50 paper caps is fed and fired by simply pulling the trigger. Handsomely finished with a blued steel barrel from which realistic smoke issues.

The Scout Repeater captures the heart of the boy because it looks, acts and sounds like a real rifle. It captures the parents because it is thoroughly safe.

The Scout is an all year 'round seller and retails at a dollar, with a handsome profit for you.



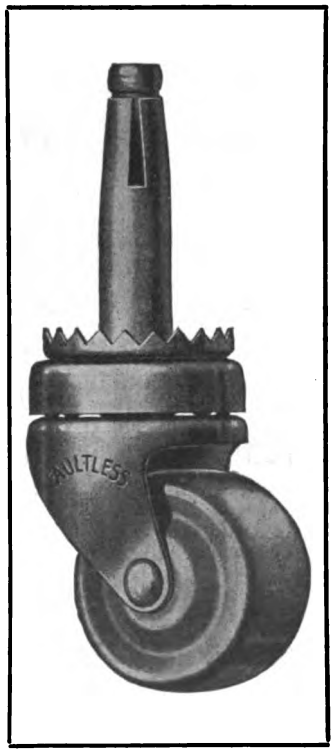
Packed 1 doz. in corrugated case — size 5¼ x 4¾ x 30 inches. Weight 12 pounds.

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Faultless Ball-Bearing Casters

"Moves the FAULTLESS Way"



Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

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Made in all sizes and finishes, with maple, lignum-vitae, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

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Pete Says—

540 Consecutive "Bullseyes"

Made With Tack-Hole Cartridges

This is the wonderful shooting of Mr. Harry W. Palmer, Sheridan, Wyo., using PETERS .22 Indoor Tack-hole cartridges. Shooting such as this is made possible only with perfect equipment and a wonderful marksman. The TACK-HOLE cartridge is the last word in small bore ammunition. It has for priming mixture a special non-corrosive compound which when used with semi-smokeless powder will prevent leading and pitting in the barrel, thus keeping it accurate and adding many years to its life.



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THE PETERS CARTRIDGE COMPANY
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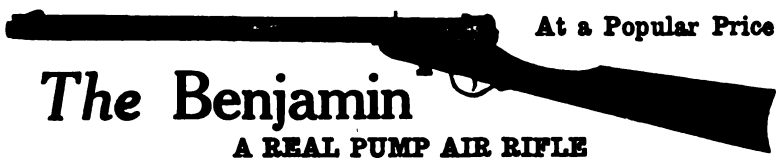
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The Most Wonderful Air Rifle Ever Invented

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

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A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.



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A wonderful tool and an unlimited demand. No lawn owner will be without. No other tool on the market will pull a root. "E-Z Dandelion and Weed Root Puller" jaws close up and get the whole root.

Hang sample with root in display window —it will sell

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ARE DESIGNED TO BE HANDLED BY HARDWARE STORES

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The Only Lamp with the Double Filament

NITROGEN WHITELITE LAMPS

From 40 to 1000 Watts



Licensed under General Electric Company's Patents

Sustained Quality

WHITELITE and DUALITE quality is unvarying. The same supreme quality you get today you can depend upon getting next week and next year.

This is a big factor in successful selling for the dealer, especially if he is marketing many lamps to users who carefully check up candle power and length of service.

WHITELITES and DUALITES conform to the Bureau of Standards test for Candle Power. They EXCEED many users' ideas of what reasonably long service ought to be.

Inquiries invited

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DUALITE

Now in 40, 60, 75, 100 and 200 Watts

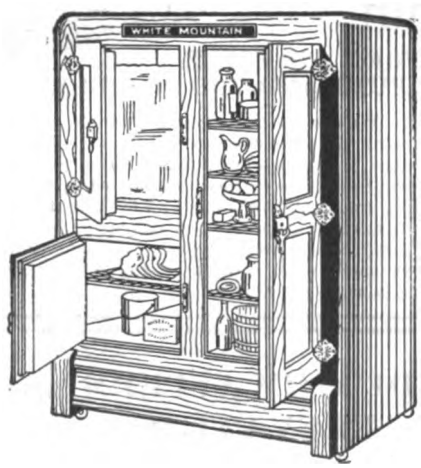


The Dualite is fully protected by U. S. Patents, and is made and controlled exclusively by us.

The Superior Gas Filled Lamp with One Filament

WHITELITE

White Mountain Refrigerators



"The Chest With the Chill in It"

There is absolute satisfaction as well as profit in handling a refrigerator so universally known as the famous "WHITE MOUNTAIN"—A Refrigerator used "in over a million homes"—A Refrigerator bearing a name recognized as a quality standard for generations.

"WHITE MOUNTAIN" refrigerators have patented features and points of excellence which no other refrigerator possesses.

A line of refrigerators complete in every practical style, size and finish with a range of prices to meet every trade requirement.

Our beautiful new WHITE MOUNTAIN catalog has just come off the press and will be mailed upon request.

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Now Is the Time to Clean Up

Check over your stock of Gold Medal Folding Furniture—cots, chairs, tables, etc.—and move it **now,** while the time is most opportune. The fall hunting season will create an active demand among your sportsman customers and **Fair Time** stimulates local demand—emergency furniture will be needed by city dwellers who will be called upon to entertain out-of-town visitors.

Advertise, display, show, demonstrate, sell!

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See the "NEW DUMACO"

HOSE NOZZLE



Before Placing Your Order for Next Season

You can sell more garden hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

—and WHY? Listen:

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially **improved packing** that makes leakage absolutely impossible.

In operation it is simplicity itself. One turn, and you have a straight flow; another, and there is a fine spray; a third, and the water is shut off—instantly. The stream is longer and the spray finer than in any other nozzle sold.

Each NOZZLE is factory-tested and fully guaranteed.

In price, it is right, and the most profitable for you to handle. We sell it much lower than any other is offered.

ORDER FROM YOUR JOBBER OR WRITE US DIRECT

The Durst Manufacturing Co., *Inc.*

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Always Klean—Easily Kept Keen



No 2 H 30 S 08

This and all other Stainproof Carvers are made up with Stainproof Steel or Nickel Plated Forks

Write for Prices on Stainproof Cutlery

Lamson & Goodnow Mfg. Co.
Factory: Shelburne Falls, Mass.

Pacific Coast Representatives:
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HIGH CLASS
Pocket Cutlery

There is a difference in Cutlery, as well as any other commodity.

That is why we consider "**Quality**" the most important in the manufacture of our product.

Blades hardened in Coke, **tempered** on copper **plate**, and **ground by hand.**

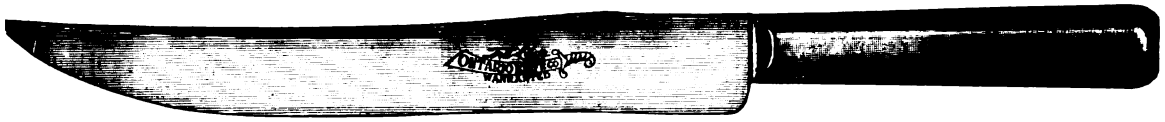
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WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



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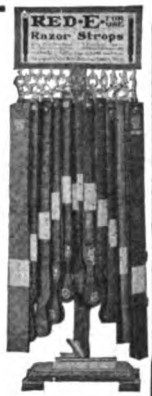
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We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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Here's a Razor Strop You Can Guarantee



Not merely cut from leather, but Quality BUILT from finest horsehide and shell cordovan, tanned by our own processes in our own tannery expressly for razor strops. That's why

RED-E-for-Use Razor Strops

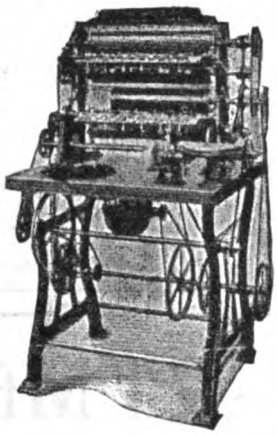
produce a keen edge and insure a perfect shave. Made for all razors and razor blades.

100% Profit; Display Stand Free

Handsome oak or mahogany Display Stand Free with initial order for 1½ dozen assortment. Price $15 f.o.b. your store; retails for $30.75. Ask your jobber for RED-E-for-Use Strops or send direct, giving jobber's name.

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$5,944,982.50 Some Money and Some "Yob"



That is what it would cost to sharpen the safety razor blades, at 25c per doz., manufactured and sold by the Gillette Safety Razor Blade Co. during the year 1921. There is said to be over three hundred other manufacturers of safety razor blades in the various countries of the globe. Talk about tremendous figures the total would be. Then there are millions of Jack Razors and millions of scissors and shears and knives all to be sharpened, and still our customers wonder if they can make money if they buy a machine. The Hatfield sharpens the blades the same as the razor manufacturers do—rolling and sliding motion. Perfect edge. The Hatfield Sharpens everything that takes an edge. Booklet for the asking.

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It tells you how to do a larger volume of tool business, and make more money for yourself.

It's chuck-full of selling ideas and suggestions. It's free—no obligation.

Send also for the latest "Red Devil" Tool Catalog and trade-prices.

SMITH & HEMENWAY CO., Inc.
272 Broadway, New York City

CHATILLON CUTLERY

The Superiority of

FOSTER BROS. CLEAVERS



today is the net result of our long and careful study of butchers' tools and how they should be made. Refinements in design are constantly developed through careful tests, and incorporated in the tools.

Foster Bros. Cleavers are universal favorites throughout the United States because of the superior service they render.



Carry Foster Bros. Cleavers in your stock, maintain your position as a dealer in quality cutlery.

Ask your jobber for prices

THE BRAND IS FOSTER BROS.

85-99 Cliff Street, New York City, N. Y.

JOHN CHATILLON & SONS
New York U.S.A.

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"You see them everywhere"

Nitrogon Incandescent Lamps

TUNGSTENS — NITROGENS — ALL TYPES

Attractive Electrical Display Rack for your window or counter now ready for delivery

ASK YOUR DISTRIBUTOR

Our Distributors order in Carload quantities, which places them in position to give you best prices and service. The Lamp business in the Pacific Coast territories is increasing rapidly with the present building activity. If you have not ordered your Fall requirements **do so today!**

The demand will surpass the supply during November and December.

ORDER EARLY

NITROGON ELECTRIC CO. - Factory, Newark, N. J.

LLOYD SALES AGENCY, Furniture Exchange Building, San Francisco, Pacific Coast Sales Representatives

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate *(Nickel Steel) Ware*

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York Chicago Boston San Francisco

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STIMPSON

HARDWARE SCALE

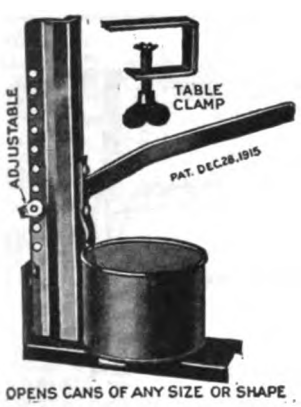
— merely place goods on platform and correct weight and value are given instantly — automatically.



Both wire rack extensions fold back into base when not in use, without adjustment of balance

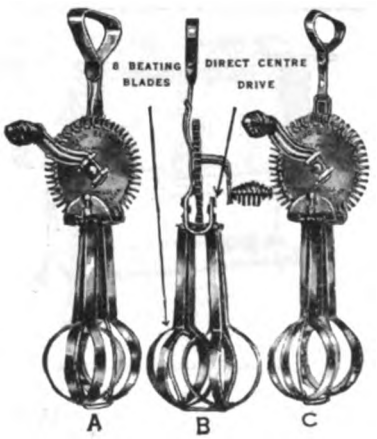
Write for full particulars

Stimpson Computing Scale Co.
INCORPORATED
LOUISVILLE - - KENTUCKY



OPENS CANS OF ANY SIZE OR SHAPE





Service Shakens Sluggish Spenders

THAT'S EGG BEATER PHILOSOPHY. Over 50 years ago, my mother bought, at the back door, her first rotary Egg Beater for $1.25; gave a fine SERVICE; no complaint. The world moves and now SERVICE is found through the door under the sign "HARDWARE." All but ONE IN A MILLION know that SERVICE is linked up with LADD BEATERS. THE VERY BEST there are anywhere. SERVICE both ways; in distribution as well as use. There are no SUBSTITUTES for SERVICE and the LADD LINE.



Ladd Mixer-Churns

LADD BEATERS—Four styles for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.
SATURN REELS—Two finishes, 40-ft. cord.
SATURN CAN OPENER—Safety, Stationary.
CAN OPENERS—Five usual varieties.
RAZOR PARING KNIFE. NUT CRACKERS.

JOBBERS the world over and US



Saturn Clothes-Line Reels

UNITED ROYALTIES CORPORATION, 1133 Broadway, New York

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City, Utah; Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.; Strimple & Cox, Corbett Bldg., Portland, Ore.

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Hygrade Bowl-enameled Lamps for better industrial lighting



Hygrade C lamps, bowl-enameled, installed with suitable open dome reflectors, are used in mills, factories and work-shops to produce an evenly distributed illumination in place of the usual spots of intense light surrounded by semi-darkness.

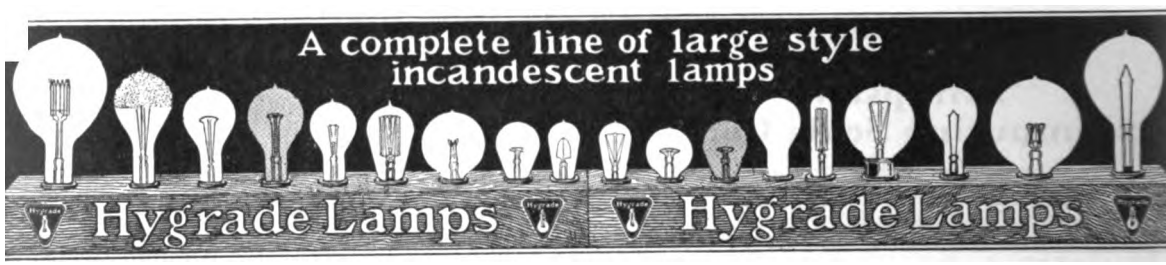
They make work under artificial light easier because they soften the shadows, give freedom from glare, diffuse the light evenly, and do away with unduly bright light sources which cause eye-strain and fatigue.

HYGRADE LAMP CO., SALEM, MASS. OMER COX, *Pacific Coast Representative* Atlas Building, San Francisco, Cal.

WESTERN DISTRIBUTORS

Capital Electric Co., Denver, Colo. — The Beebe Co., Portland, Ore. — Baker, Hamilton & Pacific Co., San Francisco, Cal. — Heyman-Weil Co., San Francisco, Cal.

A. L. Frick Electrical Co., Los Angeles, Cal. — Seattle Hardware Co., Seattle, Wash. — Honeyman Hardware Co., Portland, Ore.





Cupola Burner Oil Stove

TRADE MARK
QUICK MEAL



Short Chimney Oil Stove

WRITE FOR CATALOG NO. 130

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of **COAL RANGES**

We also carry a large line of **GAS RANGES**

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AJAX
PLURAL SOCKET PLUGS



No. 33

LEAVE LAMP IN POSITION INTENDED

MADE RIGHT—PRICED RIGHT

No. 22 NOW . . . $0.75 Each
No. 33 NOW . . . 1.00 Each

As these goods have been nationally advertised at $1.00 and $1.25, here is your opportunity to do big business at the new prices.

DISCOUNTS TO THE TRADE:

Less than 50 ..... 30%
50 to 90 ..... 35%
100 and over 40%

F. O. B. Any Jobbing Point in the U. S.



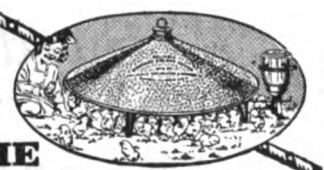
No. 22

Any exclusive wholesaler can fill your order or we will ship direct.
Order Your Stock Now and be the first to announce this line at these prices in your city

AJAX ELECTRIC SPECIALTY CO.
ST. LOUIS, MO.

Link up your name with that of the ~

RELIABLE
Standard
BLUE FLAME
Wickless
Oil Heated Colony Hover



IT IS comparatively easy to produce baby chicks. It is quite another matter to raise them successfully. Various devices have been used with more or less satisfaction. The best method yet discovered is found in our 1922 Model Blue Flame Hovers. In them we have attained the highest degree of perfection in chick brooding. Whether you are a city back-lotter, a poultry farmer or a fancier, you will find this system by far the safest and best.

Successful Poultry Raising Depends So Much Upon Successful Brooding

Burns ordinary kerosene or coal oil with a clear, even blue flame. No soot; no fumes; no odor; no wicks to trim; no smoke. Every burner is adjusted at the factory to the maximum flame. It is impossible to overflow. Produces a well controlled heat, sufficient for any purpose. Easily adjusted; automatically regulated. Made in various sizes. Provides pure warm air and plenty of it. Saves fuel; saves labor. Saves its cost every season in preventing chick losses.

The Dealers Find It an Easy Seller Good profits and satisfied customers. Our extensive advertising campaign and close co-operation helps dealers. They appreciate it. The Blue Flame Hover is an easy seller. Better write us without delay. Book your orders in advance, thus insuring a supply. These Hovers are built of galvanized steel. Shipped completely assembled; ready to bolt the legs to canopy. Place heater where wanted, fill with oil, adjust burner to required heat, and it is ready to start. No complicated parts. It is simplicity itself.

All Reliable Incubators, Brooders, Hovers, Poultry Appliances and Fixtures are backed by our positive money-back guarantee. 41 years at it.

Write for Dealer Terms & Prices



J. W. Myers, Pres.

RELIABLE INCUBATOR & BROODER CO
Dept. J QUINCY, ILL., U.S.A.

Reliable because right.

It's a Sled on Wheels

BILLY BUSTER FLYER

DON'T NEED SNOW OR ICE



Body Finished in Light Blue Enamel with Red Trimmings

Patented Stabilizing Gear on front axle. Prevents sudden turning of front wheels and gives the same action as a sled.

No. 20A, 30x13x6"—4¾" Maple Wheels, Metal Bearings
No. 20B, 30x13x6"—4¾" Red Disc Wheels, Metal Bearings
No. 20C, 30x13x6"—4¾" Yellow Disc Wheels, Metal Bearings
No. 30B, 33x13x6"—Yellow Disc Wheels, Metal Bearings
No. 30A, 33x13x6"—Red Disc Wheels, Metal Bearings

PACKED 2 IN SHIPPING CASE; WEIGHT 30 LBS.

WE MANUFACTURE A COMPLETE LINE OF

WHEEL GOODS, TOYS, GAMES

Our prices are down to pre-war basis and deliveries are prompt.

Write us direct or write our Western Representative and you will receive prompt reply.

WILDER MFG. CO., St. Louis, Mo.

Western Representatives:
H. D. TYLER & CO.,
512 Pacific Building, San Francisco, Cal.
Fifth Floor, Higgins Building, Los Angeles, Cal.
1022-23 Alaska Building, Seattle, Wash.
412 Boston Building, Denver, Colorado

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Will You Buy Your Fall Stock Blindfolded?

No!

Neither will we. Now, as never before, the individual dealer will make a minute comparison and careful inspection of the quality of the merchandise he selects and the sales features of same. Your customers infer that you have done this and place their confidence in you accordingly. And it never pays to betray a confidence.

We invite the closest inspection and comparison of the value of Witt Corrugated Ash Cans and Garbage Pails.

Need we tell you the reason?

If your Jobber cannot supply you, write us

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Whiton Hardware Co.	Seattle, Wash.
J. Bornstein & Sons, Inc.	Seattle, Wash.
Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Thomson-Diggs Co.	Sacramento
M. Seller & Co.	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

The Yellow Label Means "Quality"



THE WITT CORNICE CO.

Catalog on Request

CINCINNATI - - - OHIO

ORDER FROM YOUR NEAREST JOBBER

The OLD RELIABLE Lines of

American Enameled Ware

—

Marble

(Blue and White)

Swedish

(Mottled Veined)

White and White

—

Sold by all the leading house furnishing and hardware houses

—

30 years of unfailing service and satisfaction

—

THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio covering 15 acres of floor space

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DIETZ NEW "SCOUT" LANTERN for . . Sportsmen



Smallest Practical Hand Lantern Made

DIETZ LANTERNS

7¾ Inches High

Weighs Only ONE Pound (With Oil)

Burns TEN Hours On One Filling

Retails for Less Than $1.00



ON the trail or in the woods no light is so dependable as that of a good Kerosene Lantern.

Dietz tiny "Scout" lantern takes little space in a grip or it may be stowed away in an automobile tool box. When slung from a shoulder pack it adds practically no weight or bulk to the load.

The "Scout" is very strongly made. The Globe is of thick glass, furnished in white, also in colors red or green. Thumb pressure on the side wires throws the top back and releases the globe. The oil fount is removed for filling by a simple twist of the hand.

Your nearest Hardware or Sporting Goods Dealer should be able to equip you with a Dietz "Scout" Lantern for less than $1.00, or he can get one for you. No Kit is complete without it.

R. E. DIETZ COMPANY

NEW YORK

Largest Makers of Lanterns in the World

FOUNDED 1840

NATIONAL ADVERTISING TO HELP YOU SELL DIETZ NEW "SCOUT" LANTERNS

This advertisement is one of a series now appearing in leading Sportsmen's Magazines, such as National Sportsman, Field and Stream and Outers' Recreation. The "Scout" is also being advertised in The American Boy, the foremost publication appealing to live, outdoor boys.

A big demand has already been created for Dietz "Scout" Lanterns! Are you sharing in it? Your jobber will confirm this statement! Ask him!



Paramount MALLEABLE

Convenience *plus* Service

Here is a gas and coal range your customer will like the instant she sees it.

The side oven and broiler are located at just the right height. The cooking top arrangement is exactly like that of most modern gas ranges. The white porcelain trim is the very latest in appearance. And every detail is made according to American Gas Association standards. Yet this Paramount 16GC is a coal and wood range, too. A 2-hole cooking top. A commodious oven. And all of the finest malleable construction, just like the famous Monarch Range.

Remember, separate ovens, for coal and gas. A unique arrangement that takes no more space than a modern cabinet gas range. And all of the convenience and perfect service possible from the finest separate ranges of each type. But, with it all, a fair price—and generous profit.

Send for catalog and prices

Malleable Iron Range Co.

Also makers of the famous Monarch Malleable Range

BEAVER DAM, WIS.

COMPANY MEMBER OF AMERICAN GAS ASSOCIATION

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The Popular "Nox-all Line"
OF GRASS CATCHERS
NOW READY FOR 1923 SEASON

Catalog and Price List on Request — Sold Through Jobbers Only



Three of Our Popular Numbers

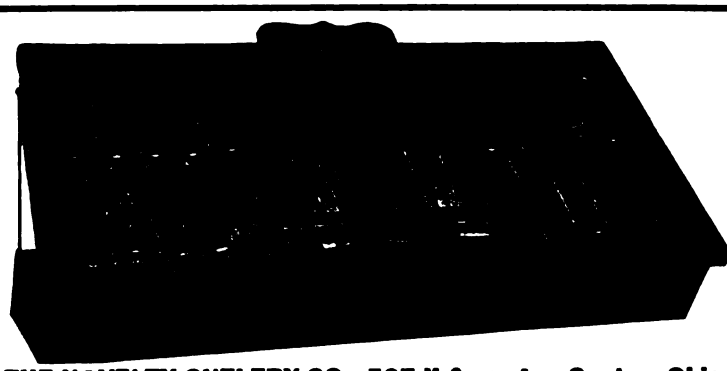
"Popular" Because Made Right—Packed Right—Priced Right

This Popular Line Will Pay You Big Returns

TEXTILE PRODUCTS MFG. CO. - St. Louis, Mo.

Western Representative: J. G. JEFFRIES,
206 South Spring St., Los Angeles, Cal.

Eastern Representative: CHAS. H. SWIGGETT,
141 East 44th St., New York City



We Manufacture a

Large Line of Pocket Knives with Stag, Wood and assorted handles, also Transparent handles showing beautiful art pictures and Lodge Emblems. Razors with new features [illegible] offered the trade before. [illegible] vertising knives that br[illegible] business. Handsome [illegible] case goes with our speci[illegible] duction offer. Prices R[illegible]

THE NOVELTY CUTLERY CO., 507 McGregor Ave., Canton, Ohio

Genuine Hunter's Sifter



Imitated But Never Equalled

The Standard of the World Since 1880

THE FRED J. MEYERS MFG. CO.
HAMILTON, OHIO

HUGHSON & MERTON, INC., Representatives
San Francisco, Cal. **Portland, Ore.**
Los Angeles, Cal. **Denver, Colo.**

DI-MEL-INE
PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full measure. **RETAILS 20 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.)	$37.50
Jobber's Assortment (12 doz.)	15.00
Open Stock, all colors, per gross	15.00

2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT MFG. CO.

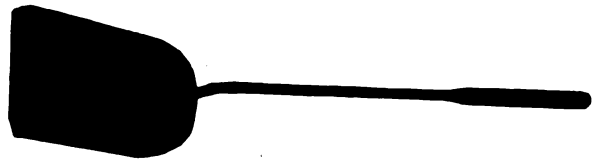
169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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"It Was New Last Year But It Is the Standard Fire Shovel Now"

The "NEVERBREAK"



The extraordinary merit of the "NEVERBREAK" Fire Shovel made it in one year the recognized leader of all Fire Shovels.

This Solid Forged Steel Shovel quickly convinced the Public that it was a money-saver, and its steadily increasing sale proves that there is always a market for an article that gives complete satisfaction.

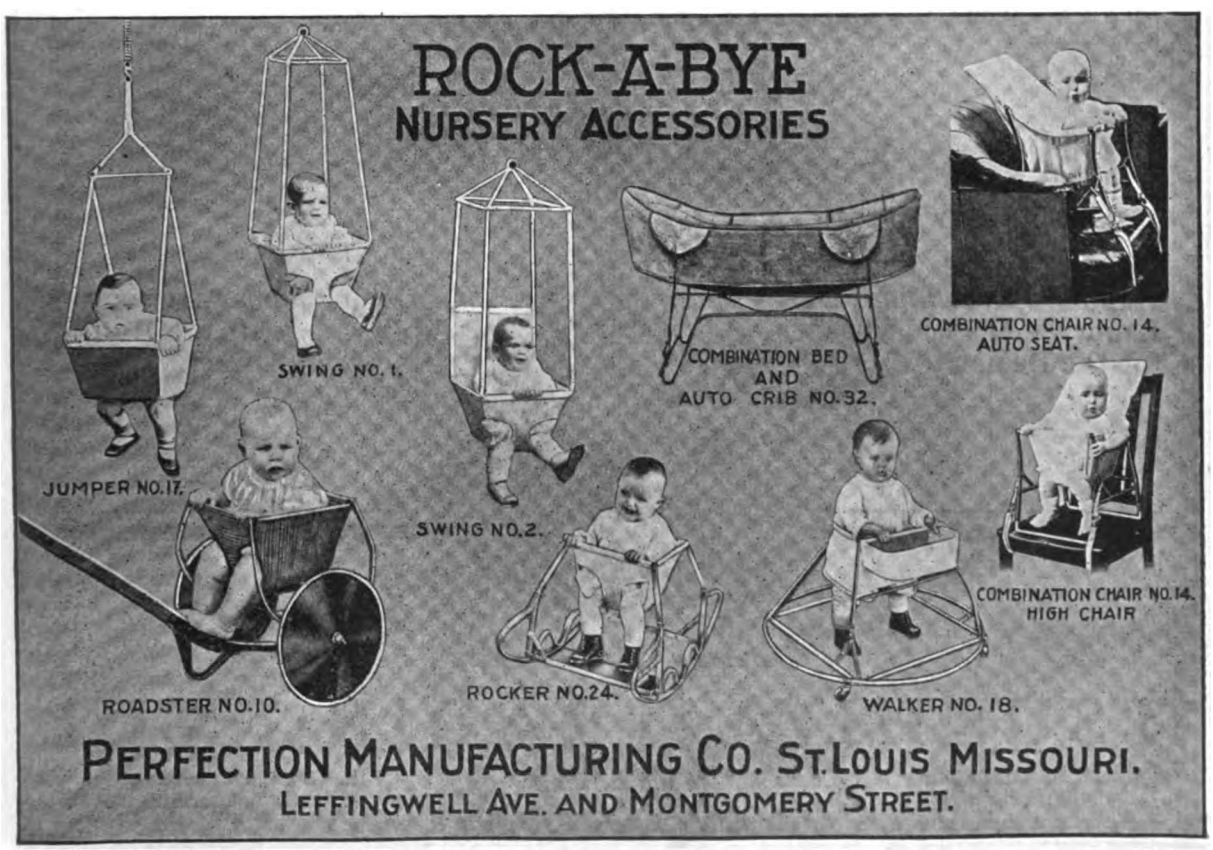
Made with Handles 10, 16 and 20 inches long. Blade on all sizes 5½x8 inches.

Every purchaser of a "NEVERBREAK" is a salesman for your Store.

Can be secured at all leading Jobbers, or write us direct for prices.

MADE ONLY BY

THE UNION FORK & HOE CO. - Columbus, Ohio



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You Need this Bamboo Rake for Fall Trade

At least 50 to 100 of them. Many dealers will sell 500 to 1000 or more.

Only Practical Rake made for Lawns — Never clogs.

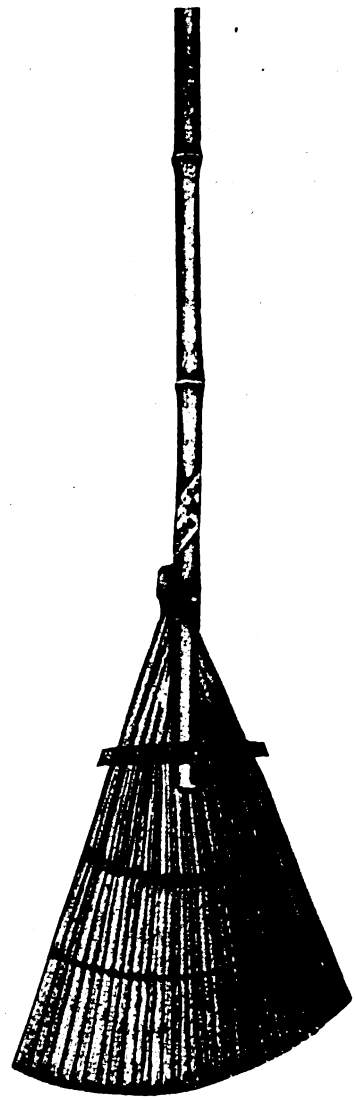
ASK FOR SAMPLE — FREE TO DEALERS AND JOBBERS

Absolutely the Best and Cheapest Lawn Rake made.

Conforms to the unevenness of the ground—Securely made with bolts and well braced.

40,000 Sold every month.

Light, Durable, Easy to Handle. Saves Time and Labor, and a good Profit for the Dealer.



So confident are we that your customer will buy these Bamboo Rakes on sight that we will send a

Sample Free to any Dealer or Jobber.

If your jobber can't supply you, write the Manufacturers Direct.

ADDRESS NEAREST OFFICE

TSUCHIYA TRADING CO.

867 Phelan Building San Francisco

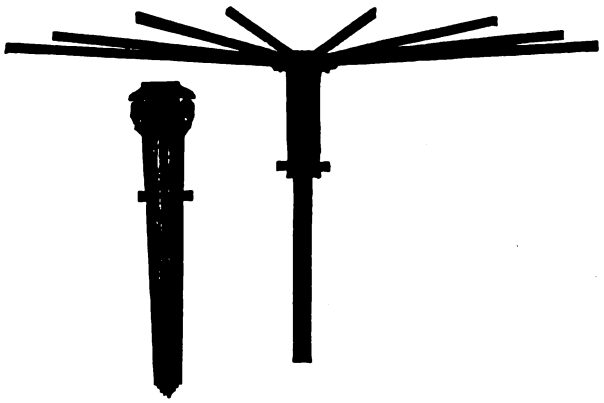
Manufacturers

1220 Boatmen's Bank Bldg. St. Louis, Mo.

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The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

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LOOKING TOWARD YOUR NEXT YEAR'S PROFITS

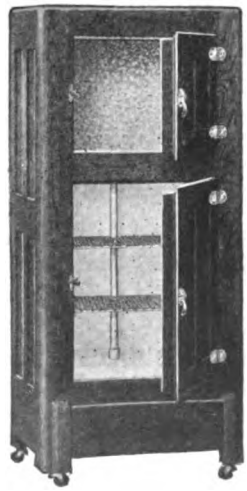
You remember that last season you could not buy your season's stock of refrigerators at the time that there was a big demand for them. Manufacturers are today crying that there is a scarcity of common labor as well as trying conditions with coal and railroad strikes. And it is our opinion that if you wait again until next winter to buy your refrigerators, that you will find just such a condition that confronted you last year, refrigerators can't be had at any price. Orders for

The Monarch Refrigerator

are being taken now for January 1st, 1923, delivery, with May 1st dating.

By taking advantage of this future we offer you a concession in price that will materially contribute to your next year's profits.

Write us today for information about THE MONARCH. Have our salesman explain the details when he calls.

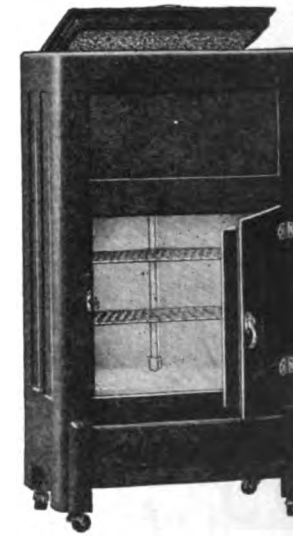


UNION HARDWARE *and* METAL CO.

LOS ANGELES, CALIFORNIA

The Monarch Refrigerator Works

Burlington, Vermont



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1834 1922

The "MODEL" Roaster

An All Year and All Use Kitchen Utensil

Just as Practical on Top of the Stove as in the Oven

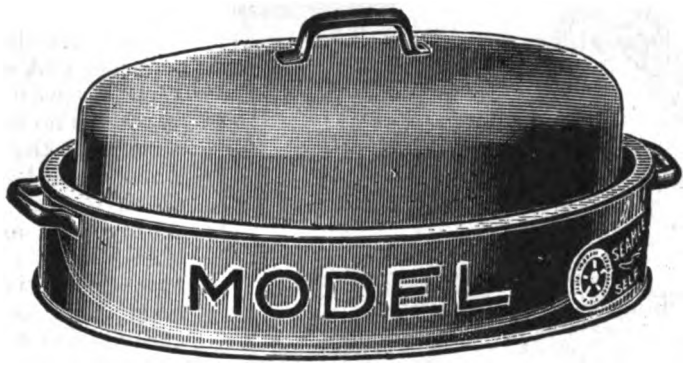
MADE IN SHEET STEEL

THREE ENAMELS

GRAY

BLUE GLAZED

BLUE SPATTERED



SELF BROWNING

SELF BASTING

SEAMLESS

SANITARY

SATIS-FACTORY

THREE SIZES

SMALL	LARGE	EXTRA LARGE
10¼ x 15½	11¾ x 17¾	12¾ x 18⅝
INCLUDING HANDLES	INCLUDING HANDLES	INCLUDING HANDLES
17 IN.	19¼	20¾

If you do not carry this line consult with us or with one of our representatives

THE CENTRAL STAMPING COMPANY N.Y.

CALIFORNIA
P. F. ROSS
Rialto Bldg., Room 234,
New Montgomery and
Mission Sts.,
San Francisco, Cal.

NORTHWEST
FRED A. LEE
1620 Thirteenth Avenue,
Seattle, Wash.

MIDDLE WEST
J. W. HOLMES
P. O. Box 875,
St. Louis, Mo.

SOUTHWEST
HARRY A. DAVIS
1310 Chenevert St., Houston, Texas

THE CENTRAL STAMPING COMPANY

206-208 Broadway, New York City, N. Y.

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MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents [redacted] **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

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ALADDIN
Aluminum or Enameled Steel
ROASTERS



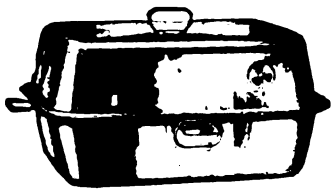
No. 417 ALUMINUM
17⅞ x 12⅞ x 8½



No. 2618 SPECKLED
Seamless, Enameled Steel
Dimensions (not including handles)
18⅛ x 12¼ x 8⅞



No. 2415 BRILLIANT BLUE
Seamless, Enameled Steel
Dimensions (not including handles)
15⅛ x 9⅛ x 6⅝



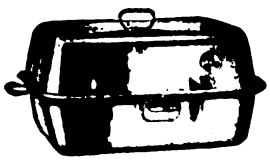
No. 416 ALUMINUM
16⅞ x 11⅞ x 8¼



No. 2615 SPECKLED
Seamless, Enameled Steel
Dimensions (not including handles)
15⅛ x 9⅛ x 6⅝



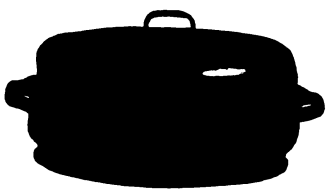
No. 2418 BRILLIANT BLUE
Seamless, Enameled Steel
Dimensions (not including handles)
18⅛ x 12¼ x 8⅞



No. 414 ALUMINUM
14¼ x 10 x 7⅞



No. 3018 BLUED STEEL
Seamless
Dimensions (not including handles)
18⅛ x 12¼ x 8⅞



3015 BLUED STEEL
Seamless
Dimensions (not including handles)
15⅛ x 9⅛ x 6⅝



No. 505 ALUMINUM
Diam. 12⅞ Depth 7⅛

Complete Roaster Line

THE ALADDIN Line of Roasters is complete. It meets every requirement of your Roaster trade. Made in several sizes, in Aluminum, Blued Steel, and Enameled Steel with either Brilliant Blue or Speckled finish. Check your Roaster stocks now and order early.

Write for the new Aladdin Catalog illustrating the complete line of both Aladdin Aluminum and Enameled Steel Utensils.

THE CLEVELAND METAL PRODUCTS COMPANY
Also makers of the world-famous PERFECTION Oil Stoves
7427 Platt Avenue Cleveland, Ohio

ALADDIN *Utensils*

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Stop! Look! Think!



OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

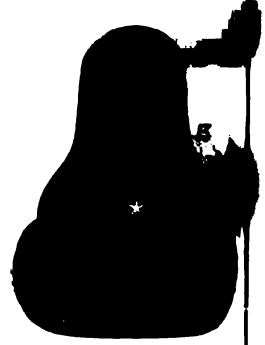


consisting of the most salable and profitable sizes, viz:

- **8 Gross Rubber Head Nails.**
- **5 Gross Bumpers.**
- **17 Doz. Slotted Screw Tips.**
- **3 Doz. Patent Rocking Chair Tips.**
- **4 Doz. Stetson's Combination Cushion Chair Tips.**









"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers — if pushed.

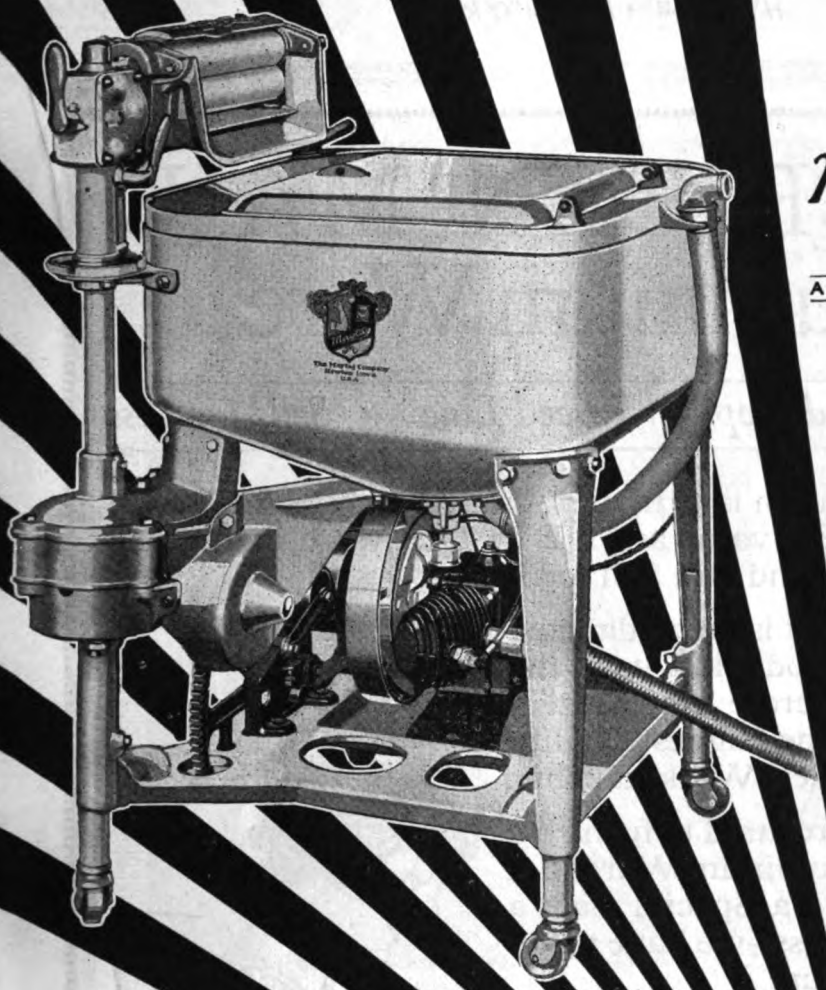
"ELASTIC" CHAIR TIPS
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!



ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

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Maytag Gyrafoam ALUMINUM Washer

This is Model No. 82 New Maytag Gyrafoam Washer with Built-in Gasoline Engine.

All metal construction.

Aluminum Tub.

Cannot warp, leak, rust or corrode.

Also equipped for General Electric Motor, Multi-Motor or Belt Power.

"A New Principle"

Undoubtedly the greatest dealer's proposition of them all. Leads the field as a demonstrator. Women can't resist the wonderful action of the water produced by the Gyratator. Show it and it's sold and the work it does keeps it sold. Sales records being broken every day. Order a sample machine or ask for a representative.

THE MAYTAG COMPANY
NEWTON, IOWA

Makers of Maytag Multi-Motor, Electric, Belt and Hand Power Washers

Branches at Philadelphia, Pa.; Indianapolis, Ind.; Minneapolis, Minn.; Kansas City, Mo.; Portland, Oregon; Winnipeg, Man., Canada; and the Maytag Company of England, 323 Caledonian Road, King's Cross, London.

Maytag
The
Word For
Washing Machine
Quality

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AMERICAN MAID
Aluminum Ware

The Good Popular-Priced Line — Sells for Less

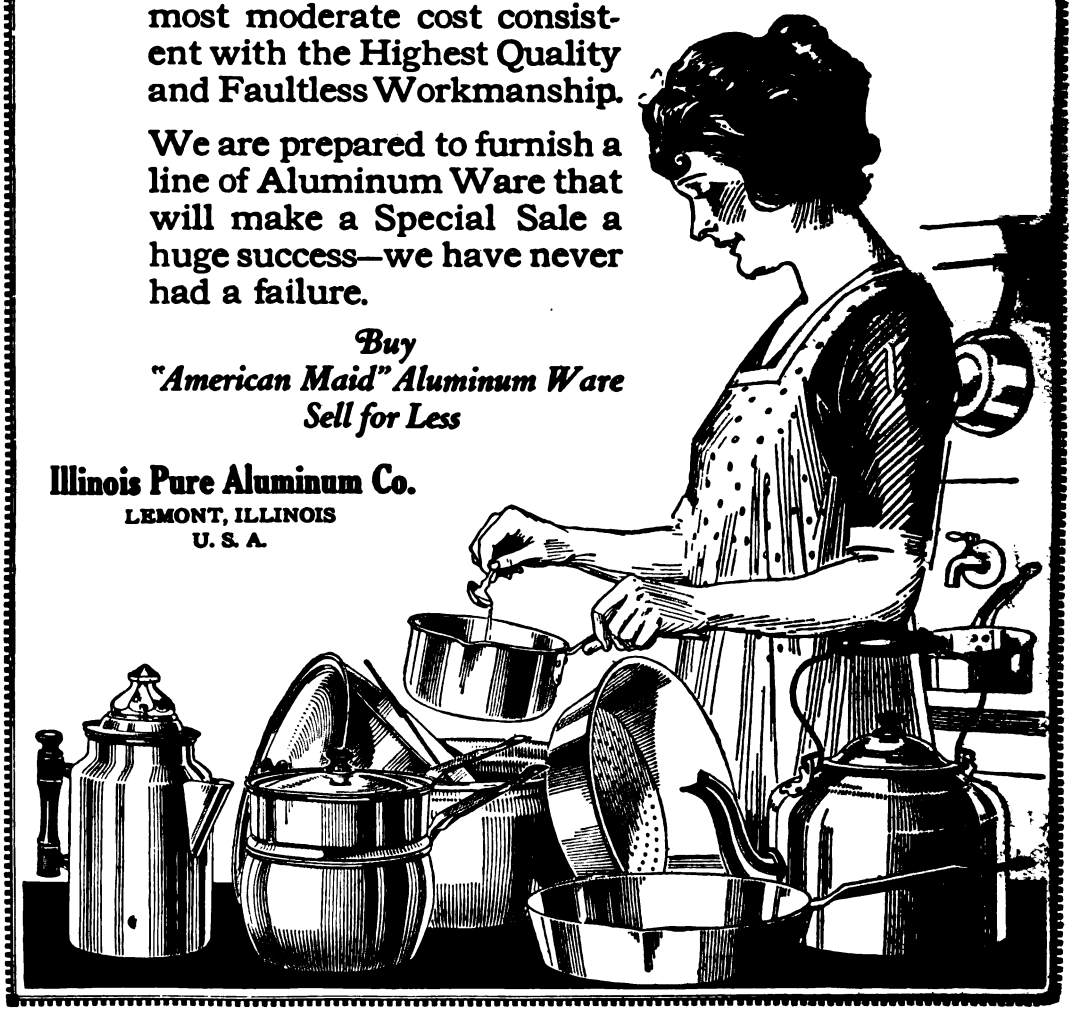
Our intention is to make "AMERICAN MAID" even GREATER value and a BETTER ware than it has ever been and still Sell for Less.

Every effort is being directed toward producing it at the most moderate cost consistent with the Highest Quality and Faultless Workmanship.

We are prepared to furnish a line of Aluminum Ware that will make a Special Sale a huge success—we have never had a failure.

Buy
"American Maid" Aluminum Ware
Sell for Less

Illinois Pure Aluminum Co.
LEMONT, ILLINOIS
U. S. A.



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The "Anniversary" Pattern

This new design, backed by an effective advertising campaign and a real merchandising idea, suggested by its name, has met with the warmest welcome everywhere and is destined to be one of the most popular patterns in the history of silver plated flatware.

For particulars write Sales Promotion Department
International Silver Co., Meriden, Conn.

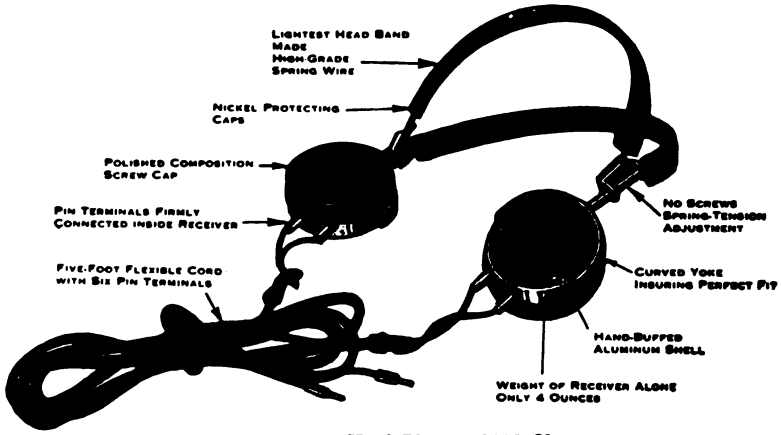
1847 ROGERS BROS.
SILVERPLATE

INTERNATIONAL SILVER CO.

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.

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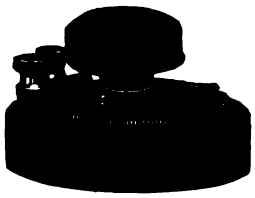
Gilbert Radio Apparatus



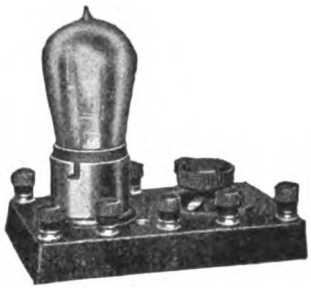
No. 4055 Head Phones, 2000 Ohms



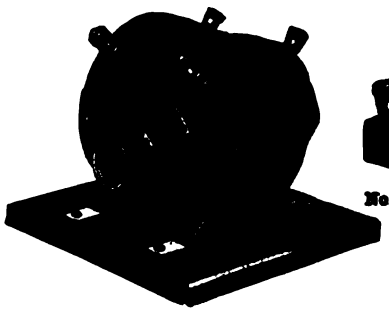
No. 4084 Variometer



No. 4088 Rheostat



No. 4079 V. T. Control



No. 4085 Variocoupler



No. 4082 Variable Condenser

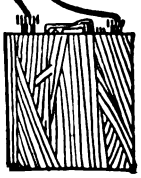




Quality Radio Parts at Popular Prices

Gilbert Radio Parts represent the very latest developments in the science Radio. They are scientifically constructed instruments, carefully and sturdily built, and so designed that even the novice can build a Radio Receiver second to none. All of the most necessary and advanced parts are included in the Gilbert Line, some of which are illustrated above.

In keeping with the usual Gilbert Policy, they are backed by a sales-compelling advertising campaign—popular priced and show a splendid margin of profit. Be ready for the big radio demand this Fall. Put in your stock the line that means rapid turnover and big profits. *Write for Catalog No. 54, just off the press*





THE A. C. GILBERT COMPANY

Dept. D, New Haven, Conn.

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Hardware World

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Volume XVII SEPTEMBER :: 1922 Number 9

THE BOSS

You may think the Boss is pretty near all-powerful. But he isn't. He's as helpless in the hands of Time and Events as you are.

Especially is he helpless as to you. Don't think that the Boss can make you or break you.

He can't.

He cannot keep a poor man up or a good man down.

He can pile titles and salary on top of a man, but if the man is weak the result will be only a grease spot.

On the other hand, the Boss may drape overalls and a ten-a-week salary around a fellow, and put him at work cleaning cuspidors, but if the chap has brains and guts he will get the Old Man's job sooner or later, or some other job just as good.

The thing for the worker to do is to work to satisfy not the Boss but himself. Let him ask himself each night, "Have I delivered the goods today? How do I stack up? Have I accomplished anything? Is the cause in which I am engaged any further ahead by reason of my thought or effort? Have I earned my salt today, and a little more? Has the Boss made a profit out of this day's work of mine?"

The man who has the courage to ask himself these questions, and then to honestly answer them as well, need not have to keep one eye on the Boss.

The main thing is to play the game of life according to the rules. It's dealing under the table and from the bottom of the deck that is responsible for the most of our troubles.

The world is pretty well divided between those who kick about paying income tax and those who kick because they haven't an income big enough to pay a tax upon.

You won't have to worry about what you are going to do in the hereafter if you are careful about what you do in the here-present.

Familiarity with crime always breeds either contempt for crime or contempt for virtue, according to the make-up of the man.

Successful men are those who do things that "can't be done."

Many a man's as good as his bond and still isn't worth anything.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatman's Bank Building, Broadway and Olive, St. Louis | 1326-1328 First Nat. Bank Bldg., Chicago | 70 Fifth Ave., New York | Phelan Bldg., San Francisco | 105 S. Houston St., Dallas, Texas

388 Taylor St., Portland, Ore. | 502 Higgins Bldg., Los Angeles | 507 Pioneer Bldg., Seattle | 204 Scott Bldg., Salt Lake | 220 Pacific Bldg., Vancouver, B. C., Can.

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OPPORTUNITIES DAILY PASSING YOUR DOOR

The average hardware merchant little realizes the opportunities that are daily passing his door.

Go where you will in any part of our land, from Maine to California, and from the Canadian border to the Gulf, you will find hundreds of prospects for the hardware dealer which, by reason of their large number, their everyday appearance are too often overlooked.

We are referring to the motor car and truck.

Every motorist is a prospect for goods which the hardware dealer stocks and for a number of lines which not enough dealers stock. True, the most progressive up-to-date and prosperous merchants are those who are handling a full line of automotive equipment—including tires, lubricants, lenses, spot lights, flash lights, and the hundred and one accessories that a motorist needs.

A man who owns a car is usually a liberal spender. He is out to enjoy himself; he is not taking a minute account of what it costs if it is something that is going to add to his pleasure or comfort or convenience. You can cash in on the needs of a motorist to a far greater extent than you are doing now.

Usually it only needs to "ask 'em to buy," and nine times out of ten the sale is made.

How do we know? Because the "Ask 'Em to Buy Campaign" which was initiated by the Automotive Equipment Association has proven that dealers and garages can double their sales, even treble or quadruple them simply by a little salesmanship talk, in fact usually by showing the goods.

A motorist is in the habit of coming to your store for his automotive equipment and accessories.

True, you can sell nails and barbed wire and fence and other staple commodities when someone comes in and asks for it, and which requires little effort or salesmanship and the profit is often in keeping with the effort. but bear in mind that the motorist is a live prospect for hundreds of commodities which you can, should and would sell, if you but gave a little more attention to it.

This does not apply to the large percentage of our readers, for we know that most of them are selling automotive equipment, but doubtless they can materially increase their sales with a little effort. There are a few here and there who haven't as yet given it the attention they should.

It takes the "nerve" out of a good many men to be sentenced, and yet we often hear of the man who has "the courage of his convictions."

In the course of his life a man has many friendly acquaintances, but he is lucky if he has one friend—and the test of friendship is sacrifice.

Modern writers and speakers take so much pride in "calling a spade a spade" that they are calling a good many things spades that are not.

It puzzles women a good deal, now that they have the vote, to understand how their personal friends can be their political enemies.

Many a speaker thinks that because of the applause he has made a convincing argument when he only has made a funny one.

Victory or defeat is not determined at the moment of crisis, but during the long, unspectacular period of preparation.

Memory is a fine possession, but the softest lead-penciled note is usually more lasting.

What every business man knows is that life is just one "drive" after another.

A live man never rakes up dead issues.

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LIVE UP TO YOUR PROMISES — OR DON'T MAKE THEM

Promises should never be made unless you intend to keep them.

This applies just as much to your advertising, the promises you make to your customers and just as much to manufacturers whose goods you buy.

Many hardware merchants have found it a good thing to have a slogan—to attach a phrase in their advertising. But by all means, when you choose your slogan, be sure it is one you can live up to, that you will live up to, no matter if it should prove a bitter pill, sometimes.

Remember the best advertisement is a pleased customer and while, of course, you must be on your guard against allowing dead beats or people who are seeking an opportunity to make complaints or to register a kick, usually it is far better to do all the customers ask or expect and a little bit more, and thus "take the wind out of him" by showing that you do exactly as you promise or even a little more.

Often you can convert a "kicker" into a booster. Usually it is only necessary once to instill confidence in him and he will be your friend ever after.

"Satisfaction guaranteed or money cheerfully refunded" is a slogan we have often seen, but not always lived up to.

Usually it is far better to cheerfully refund the money, at least do it just as cheerfully as you can, and then ask your customer the reason for his complaint. This is, of course, presuming that the goods are in as good condition as when they were purchased and had never been used—at least not used any more than necessary to discover the defect or grounds for complaint.

Don't advertise that you are going to give satisfaction or "refund money cheerfully" unless you think it over carefully and are prepared to take a few disappointments, or perhaps be imposed upon occasionally.

If you do, you will find that such a slogan will react against you. Slogans are one means of building business, but they should be lived up to and not ignored.

You must be sure that you do not make any extravagant claims or promises unless lived up to the letter.

If your slogan is to give prompt service, see by all means that you give it. Don't try to back out of it when the customer asks you to make good.

Prove yourself to be a good sport, in the common everyday language, and you will often find that it will be to your advantage.

A HAMP WILLIAMS ILLUSTRATION

Editor HARDWARE WORLD:

A satisfied customer means a customer with a satisfied mind.

My barber, a mighty good friend, gave me a concrete example of this yesterday. I wanted a shave, my face was tender and I was nervous. He begun.

I said, "That razor has a rough edge." He gave it two or three licks on the strap, which I thought was not sufficient, and tried it again.

"Can't stand that," I said. He turned to his case and got another and said, "We will try a new one." I said, "Why didn't you use that one at the start? It's fine, can hardly feel it."

The truth of it was that he never changed razors at all. All he had to do was to change my mental attitude, and he did. If he had argued with me that the razor was in good condition, which it was, I would have gotten angry and maybe quit his shop.

Why is it that we can't understand the psychology of the mind of our customers and yield to it the same as my barber did for me? All it required was a little tact and everything was all right. A satisfied customer with a satisfied mind.

HAMP WILLIAMS.

A TEXT BOOK FOR MERCHANTS

Editor HARDWARE WORLD:

I recently visited the hardware store of A. B. Hansen in Chicago and he told me of what a great help your magazine had been to him. He gave me one of his old copies to read, and I found it so interesting that, as I am planning to enter the hardware business in a short time, I want to read your editorials and selling helps, for I know they will mean a great deal to me in the future.

I certainly consider the HARDWARE WORLD necessary for the success of any hardware dealer or salesman.

Chicago. FRANK J. HLAVA.

The ideal of a crooked gambler is the "I" deal.

When a man "falls down on the job," he generally expects somebody else to pick him up.

Then there is the applicant for a position who thinks he should be hired because he needs the money.

The HARDWARE WORLD welcomes criticisms and even commendation. There is no law to prevent you expressing your opinion relative to our pages, whether favorable or unfavorable. We receive many complimentary letters; we don't object to them—neither do we in any way resent criticism or suggestion.

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Real Cause of Radicalism

Analysis of Causes of Growth of Anarchy and Sovietism by a Subscriber, Who Answers His Own Questions

(Editor's Note: This letter from one of our Southern subs ribers is deserving of careful reading. He tells us he should like to have the views of others of our readers, whether they agree with him or not, and we invite any criticism or suggestion.)

Editor HARDWARE WORLD:

You have doubtless been told many times by other subscribers they enjoy your editorials, and the work you are doing to educate business men to take a more active interest in civic and national affairs and help to make better Americans. There is something inspiring in the articles you publish, and I get many a "thrill" out of them.

Too often, as you say, business men become engrossed in their own business, and are not aware of the trend of affairs outside of business, which really concerns them.

Every man, who has any interest in the welfare and preservation of our republic, everyone who gives any thought to such matters, must be made aware of the growth of radicalism, and anarchy, and the defiance of law—the continued increase in the destruction of life and property, and the overriding of the rights of others is growing rapidly.

Crime is increasing in every part of our country. The papers are daily filled with reports of acts of violence and anarchy. Most officials either seem paralyzed with fear or are candidates for reelection and do not wish to antagonize the criminal element.

Instances of condemnation of crime and violence by candidates for office are seldom heard. Thoughtful men may well be alarmed for the safety of our republic unless a stop is put to the reign of crime. Such officials who are honestly striving to do their duty need to be strengthened in their effort to enforce law. Criminals are quick to construe consideration and clemency, as cowardice on the part of officers, and increase their efforts at terrorism.

No Effect Without a Cause

There are reasons for the growth of crime and disregard of life and property. If we were not so short sighted, if our memories serve us as they should, we would hark back to the days of the war and recall that then we had officials in high places, even in the Presidential Cabinet, who traveled over the country, addressing shipyard workers, or rather shipyard strikers, I.W.W.'s, and bolshevists, telling them they were "patriots (?) in overalls" and there was need for a "social revolution in this country."

These "patriot" (?) strikers knew full well what was meant, even though the words were purposely clothed to deceive the public, and during the war their "social revolution" strikes were continuously staged under the guise of "making the world safe for democracy."

There were other officials who turned loose criminals almost as soon as convicted of the most heinous and traitorous crimes, and were ordered deported; these were turned loose under the plea that they were "political prisoners" and they have felt more secure to continue their nefarious designs for the overthrow of our government. It might be well to recall a few of the causes of the present era of crime.

Up until a year and a half ago we had the policies of the U. S. department of labor directed by the son of the president of the American Federation of Labor in the interest of the closed shop, with strikes being continuously called and "adjusted" by this same department of labor with increased pay and less work accomplished.

During federal control of the railways we had its administration in the hands of a politician who put into effect

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Business Men Must Awaken

Present Conditions Outgrowth of Propaganda, Prevalent During the War. Strikes Now Staged Believed to Be an Attempt to Influence Elections

certain rules and regulations that not only shortened the hours by half but required three and four times the number of "assistants" and "helpers" to do the same work as formerly.

We had a president of the United States appearing before congress and demanding the enactment of legislation at the behest of the Big 4 Railway brotherhoods, while the officials of the four brotherhoods sat in the gallery to see that all was done in accordance with their demands as placed before congress by their official spokesman,as expressed in the Adamson law.

We had strikes innumerable — strikes of officials, policemen, schoolteachers and professors besides those of every conceivable kind of unions. Our schools and colleges were filled with socialistic propaganda. "Making the world safe for democracy" was being mouthed, not only by politicians seeking office, but under this misleading guise radicals were safely esconcing themselves in office, many of whom still remain.

Civil service became a synonym for "swivel chair service," and Washington and the public offices in various cities were enormously over populated with men and women who, by example, as well as precept, were taught that the world owed them a living—office hours cut in half, and with but a few exceptions, all thought of giving value received or real work vanished from their thought.

Workers were shown that under the administration of the department of labor strikes could occur in the same plants and industries once a month, if not oftener, and would be "adjusted" by the officials by increase upon increase being granted.

Yellow journals, anarchistic weeklies and monthlies were constantly issuing their propaganda about the "capitalistic war" in which we were engaged, and "making the world safe for millionaires." This was their constant cry. Schoolboys and girls heard it in their schools. Socialistic soap box orators preached it on every corner. Schoolteachers were secretly organized and enlisted, by "philanthropists" (?) and socialistic publications, libraries were filled with such literature, "social welfare," "economic reforms" were taken up to serve as a sugar coating for the subtle radical propaganda.

Such misleading and lying statements reiterated day after day, and never denied, because no one felt personally attacked, has had a terrible effect upon the public conscience. Even those not at first deceived, were influenced by the continuous stream of undisputed lying propaganda, and thousands of well meaning citizens were lulled into the belief it might be partly true because they saw it in print—and how true it is that people will believe, half way at least, the most villainous statements merely because they see it published.

The radical labor leaders believe they have planned wisely. What more opportune time to call such strikes as we are now having than the year in which the majority of the members of congress must seek their election.

Why Are These "Advocates of the Rights of the People" Silent?

Have you been hearing our vociferous "reformer" politicians in congress of the Lafollette-Johnson - Borah - Walsh - Pat Harrison - Caraway type condemning the crimes of the Herrin strikers, the bombing of railways, the destroying of life and property?

It should be the duty of the voters of both the republican and democratic parties to see that such men as these, who are always quick to destroy and condemn what they themselves do not offer, but are never constructive—these men should not be re-elected, no matter on which party ticket they run.

Finally, when the United States Railway Labor Board, which is in effect a national arbitration board, having carefully considered all the facts and figures that had been presented to it, by both the employes, the railways and the public—the three parties interested—when this arbitration board orders a slight reduction in the increase of wages that had been piling up year after year, a nation-wide strike is ordered by a minority that virtually ties the country hand and foot,resulting in the loss to the farmers of millions of dollars' worth of perishable fruit, crops, etc.

Defiance is hurled at our government and every conceivable act of sovietism and anarchy has been practiced to terrorize the country into continued subservience.

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The closed shop of organized labor has become intoxicated with the power they wielded during the war, and they believed that an election year was the time for strikes; but business men must meet the issue with eyes open as to just what the aims of the criminal leaders are—Undoubtedly the majority of workers wish to continue to work, provided they and their families can be protected, but they are easily misled by agitators, by promises, cajolery, and when such fail, through threats which are put into effect without mercy —

Seeds of Anarchy and Crime Were Industriously Planted

We are today only reaping the harvest, and will for years to come. All of this, and much more being true, can easily be verified by referring to the newspapers of those days, is it any wonder that no man, or home, or business is safe? Everyone agrees that "something should be done" to counteract these destructive forces.

Do we need more frequent murders, hold-ups, bombing, wrecking and robberies to arouse Americans to see that something should be done to put a stop to the continuous orgy of violence? Is it not time for business men to tell public officials— local, state and national—that they are elected to protect the public and not a group of criminals?

Should not every business man encourage with word of approval those who are striving to do their duty? If need be, should not business men volunteer to co-operate with every agency that is striving to protect property? Let your voice be heard in the press and by your acts encourage others.

Why should you leave it to the socialistically inclined to fill the newspapers with their ravings? You will always find them most voluble in talking about the "rights of the common people," but as to their duties and obligations to the government, to the state, and town, they are silent. They are always quick to advocate defense funds for criminals.

Yellow Press Chief Instigator of Crime

If I may venture another opinion, I think that the chief fomenter of anarchy and rebellion is found in the yellow journal press. Some of the daily papers are treasonable in their utterances almost daily. Perhaps business men are not aware how certain editors are pandering to the criminal element by suggestion and innuendo.

Under the guise of government ownership which they hold out as the panacea for all the ills of the workmen, the lies they pour into the ears of thousands daily, and the criminal suggestions they make, is having its dire effects.

"Big business" (which must include all business, little as well as big) is condemned and villified in unmeasured, but general, terms, and because no particular person is singled out, but all included under the general terms, they can continue their lies without being called to task.

They know how to wave this red flag and how to play upon the passions and prejudices and ignorance of their readers.

But such papers and magazines could not exist without the support of what you may say is the "decent" element of our country. They could not exist without readers of the great American middle class and of those who are good citizens, although easily misled, especially when there is no one to refute the published lies.

I have in mind now one publisher who operates a string of daily newspapers and farm journals from the Atlantic to the Pacific, and is the owner of numerous monthly publications.

They carry a large volume of advertising of American manufacturers and merchants. If the American manufacturers and merchants were not daily contributing their thousands of dollars to his coffers to keep these publications going, he couldn't issue his publications. He couldn't daily serve his spread of crime and violence and his subtle suggestions that incite destruction, and anarchy, and disregard for law in the sinister manner he is doing, unless the merchants and manufacturers were thus indirectly aiding him by advertising and subscriptions.

You will find some short sighted business men who claim that if they do not use such publications they are giving their competitors a chance to get ahead of them. They are too short sighted to realize that they are hastening to their own destruction—if not the destruction of their own business, they are planting the seeds of anarchy and revolution and crime that in a few more years will make of our land another Russia.

There should be some definite organization among the manufacturers, not only in hardware and kindred lines, of which your publication treats, but in all lines of mercantile efforts. A stop can be put to this daily spread of filth and incentive to crime. The power lies in the hands of the business men of America, not only as readers but as advertisers.

Here is opportunity for forward looking men—merchants and manufacturers—who will make the start.

Is it not work for the Chamber of Commerce of the United States, or for the manufacturers' associations? The danger is not as far off as unthinking people are inclined to believe.

Officials who are endeavoring to inculcate respect for law, endeavoring to give protection to men who wish to work, should be made to know that the great mass of our citizens approve their efforts, and that it is only the minority, the criminal class who are continually inciting the weak minded to crime and daily setting forth their views in the daily press. These and cowardly self seeking politicians believe that by encouraging criminal instincts that they can succeed in overthrowing the government and securing the government for their own destructive purposes. Yours truly.

Louisville, Ky. JAS. T. HARRISON.

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Cleveland's Guiding "North" Star

It Is Men Like H. D. North Who Have Placed Cleveland (Sixth City) (or Is It Now Third?) in the Front Ranks as a Manufacturing Center



FOR the mariner the North Star is the basis of his calculations and his guide, for it is the one point in the heavens which can be depended upon. It does not move about him, neither does it rise and fall in the heavens. He can count on it.

In Cleveland there is a fine gentleman in the hardware business who can occasionally be found on some of Cleveland's golf links, but who is more likely somewhere else in the United States, between Maine and California, being greeted by his friends among the buyers, and giving them the latest news and future prospects for bolts, cap and set screws, and other similar products of Lamson & Sessions Co. or the Ferry Cap and Set Screw Co., with both of which great institutions he is actively connected.

Although H. D. North may seem to move constantly over the country in his capacity of genial sales director, he is fixed and stationary in the honored position he occupies in the trade and in the hearts of his friends everywhere. With them he is indeed the "Polaris" of their navigation, for they trust absolutely a quiet, un-loving man with true, blue eyes and a fund of information, who has been at least an annual visitor for thirty years or more.

Mr. North makes light of his years, and well he may, for he bears them lightly. "When I sell these fellows when I started in, I find that I was in the midst of it before most of them were born. In fact I am now doing business in a great many cases with the grandsons of the men I used to meet in my youthful days of salesmanship."

Lamson & Sessions Co. was founded in 1866, just after the war, originally in Connecticut. Later the plant was moved, lock, stock and barrel, to Cleveland. In 1888, just about 34 years ago, George North was invited to join the organization as salesman, and accepted. He regarded himself as a seasoned and experienced man in the trade at that time, having put in three years on general hardware with the great wholesale firm, George Worthington Co.

Many items have changed radically since Mr. North's original connection with the trade, and doubtless he would not feel at home as a jobber's salesman today. Yet bolts are bolts, and changes on a staple line are few and minor. Thus he has never had to forget or put aside any information or knowledge he acquired, even in his first days, and today the great fund is his and his friends, for the using.

A while ago Mr. North thought he wanted to retire, but the management of Lamson & Sessions and the before-mentioned friends joined in unanimous protest. So Mr. North bowed in happy respect to the verdict, and continues his course. He knows and his friends know that he is far happier and more appropriate as he is than he would ever be in retirement.

New Western Sales Connection

For many years Mr. North had all the jobbers and supply houses of the entire United States on his calling list. Some years ago he was relieved of the Southern states, although he still makes friendly visits and is a regular convention attendant.

It has been his annual custom to visit the far-western section of the territory during the winter months. Within the last year the Lamson & Sessions line, including "Buckeye" machine bolts, has been placed with Lippincott, Beall & Co. as manufacturers' representatives. Although Mr. North will continue to consult with the buyers once in a while, he will be relieved of detailed responsibilities, and the buyers will enjoy all-the-year-round service.

Treasurer of Ferry Cap Screw Co.

Having spent so many years in the friendly society of bolts, it was very natural that Mr. North should have been one of the fathers of the Ferry Cap and Set Screw Co. when it was founded, comparatively recently. With Thomas Ferry president and general manager, Mr. North's brother and nephew are officers of the company. George North himself is treasurer.

The Ferry Co. were pioneers in the heat treatment of cap and set screws, and the growth of the company and increasing popularity of the line has been very great. The company also manufactures shackle bolts and other special products for automobile manufacturers.

The Ferry line is successfully represented in the western territory by Carlson & Frahm, who have demonstrated by their enterprise and resourcefulness in handling this line that they have caught the spirit of the manufacturers, as best exemplified by George North.

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When Tinkers Pots Were Popular

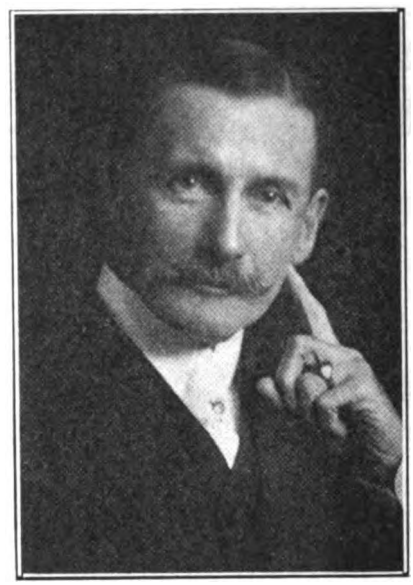
Some Interesting History by a Manufacturer Who Has Done His Full Share in the Growth and Development of Enamelware Manufacturing

(By H. C. Milligan, President and Treasurer. The Republic Stamping and Enameling Co.)

THE history as to the growth and popularity of enameled kitchen utensils is so well known that it would seem like an old story to go back to the days when the writer first entered the field of supplying the thrifty housewife with the proper utensils for cooking a meal.

In 1868, when I first entered the business, there were no enameledware kitchen utensils to speak of. Cast iron pans, pots and kettles were generally in use in conjunction with the output of the established tinware shops scattered throughout the length and breadth of the land. There was hardly a hamlet that did not have a tin shop, and in these small places tin sauce pans, coffee pots, kettles, etc., were turned out for general kitchen use.

It is interesting to reflect at this point, that were you to visit one of these little shops you would invariably find a great array of tin utensils returned for repairs, such as soldering, straightening, etc. For the hotels and large boarding houses, the tinner would produce similar vessels in copper. Then by swabbing molten tin on the inside, a surface was produced that gave general satisfaction.



INVENTOR OF ENAMELED WARE

Forty-two years ago Henry C. Milligan, then a young metal worker, secured the first patent on a single coat enameled kitchen utensil, to take the place of the cast iron, tin, copper, stamped and tin plated vessels previously used.

Today, as president and treasurer of the Republic Stamping & Enameling Co., Mr. Milligan is one of the leaders of a great industry supplying the entire world with an annual production valued at two hundred million dollars, all grown during his lifetime as a result of his invention and patent.

We are particularly proud to be able to present this personal record of one of the founders of American industry.

Beginning of a Great Industry

Following this period, drawn or stamped vessels were used and made by the original producers, such as the old James Akeman & Co., E. Ketcham & Co., and other manufacturers, now memories of the past. The next improvement after these vessels were drawn was to dip them in molten tin, and thus produce a more durable article.

Following this epoch, the writer joined the interests of two other manufacturers and produced the first single-coat enameled kitchen utensil. Some few enameled vessels were at this time being imported from France, but no great headway was made until about 1879.

Just after 1880, the writer of this article procured the first patent on a single-coat enameled kitchen utensil. From this small beginning, millions of pieces of enameled kitchen utensils have been used throughout the United States and nearly all foreign countries. Germany, Belgium, Austria, and other countries, quickly took up the manufacture, realizing, as the sound merchant today realizes, that there are no more durable, more sanitary or more satisfactory household kitchen utensils produced than those made by a number of high class enamelware manufacturers.

Different substitutes have been tried out for cooking purposes, such as bound crockeryware, as well as glassware and different metal sheets of a soft, spongy, light nature, but the practical housewife and the experienced chef are relying and putting their dependence on the standard enameled kitchen utensils of the day. From this small beginning in 1880, the world's production of enamelware is now estimated to total over $200,000,000 annually.

Largest Enamel Ware Plant at Canton

I may also be justified in calling your attention to the fact that, from the original patent of the writer, there is carried on in Canton the largest exclusive manufacture of enameled kitchen utensils in the world. The plant is ideal for the production of the celebrated "Old English Gray Ware" and "Republic White improvement, every advance measure to facilitate and improve the quality of enameled ware has been installed.

The plant covers some 400,000 square feet, and represents an investment of approximately $4,000,000, giving an output close to 175,000 pieces a day. With the most perfect working conditions all factors place The Republic Stamping & Enameling Co. in an unique position, unequalled by any other manufacturer in this country or abroad.

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Jobbers Traveling Salesman and His Relation to the Hardware Dealer

(By C. S. Harper, President, Harper & McIntire Co.)

WE SOMETIMES wonder if there is a full appreciation on the part of all hardware dealers of the value of the jobber's traveling salesman. We realize that all good salesmen have warm friends among the trade and the personal relations between salesmen and the dealers are intimate and cordial. But the point we wish to make is that, aside from friendship and social qualities, the jobber's salesman is an asset to the dealer that may be made to return good dividends in increased business and profits.

We speak now of the regular salesman for the regular hardware jobber; the man who stays on one territory for years and who makes his regular visits every week or two weeks. In the first place, he is a professional hardware man who has served a long apprenticeship in learning this detailed and complicated business. He has been selected for his particular job because of good character and adequate knowledge of the hardware line. In the case of our Harper & McIntire Company salesman, he has always been selected with the above points in view and never because he is a "high-pressure," "put it over anyhow" seller. We do not have any of the latter kind of salesmen in the "Har-Mac" organization.



C. S. HARPER,
President, Harper & McIntire Co., eldest son of the founder, who measures up to the duties and responsibilities, as well as the opportunities his father placed in his hands. He has been active in the business for 20 years.

Salesmen Who Come Back

Our salesmen visit their dealers regularly and expect to come back. Their interests and ours are identical with the dealers. They know that nothing is to be gained by selling a merchant goods which he can not move at a profit and that loading a dealer with too many goods is an error which will eventually reflect upon both salesmen and house.

There is one thing they are trying to sell and it is not in their hardware catalog. It is confidence in themselves and in us. Once confidence is properly established, our salesmen are assured of a good share of a merchant's business and a trade which will continue for many years.

The salesman's interest lies in the prosperity of the dealer. Between two men whose business interests are the same, there should be frank confidence and co-operation. The dealer who lays his business problems before the salesman in whom he has confidence will receive the benefit of an intelligent man's advice and experience.

The salesman has a professional knowledge of his line, he is a keen observer and he will be quick to interest himself in any matter the dealer lays before him. If he can't give the information he has access to other men who can give it or can get it. If you are puzzled over a question, talk it over with the "Har-Mac" salesman. We are sure he can help you out.

Compared to Another Type

What we have said above about salesmen refers to the jobber's salesman whom you know; the man who called last week and who will be around next week as regular as clock work. There is one type of salesman of which we do not approve. He is the high pressure, one-line specialty artist who drops around whenever he thinks he can unload something on a dealer at a little profit to himself.

These co-called factory salesmen are out for business. They are paid by a commission on their sales and they must get business or quit. They appear but once and they make hay while the sun shines by forcing all of their goods possible on a dealer. If he can't sell the stuff, it means nothing in their lives. The factory they represent is far away and exceedingly impersonal—no hope for the dealer to get any assistance there. Most dealers would be better off if a specialty salesman never opened their doors.

We mention this type of hardware salesman merely by contrast with the regular jobber's traveling man—the faithful old friend. He may be tattered and torn, grease-stained and dusty and the "high-pressure" boys may refer scornfully to him as an "order-taker," but he is the backbone of the hardware business just the same.

Let your head help your hands.

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Hardware Future Bright for the Go-getter

(By William Fiedler, Vice-President, Harper & McIntire Co.)

THE hardware merchant today has a bright future to which he may look forward. While many new problems confront the dealer and changing conditions have made them change their business methods to some extent, the business is here and all that is required is, that they be regular Go-Getters and go after it as though it was something that belongs to them.

One of the first problems that has pushed its way to the front was a change in buying methods. During the last six years it was good policy to buy in liberal quantities for future wants, as the market was advancing so rapidly that one could not make a bad buy on anything that sold. Now declining prices has put the shoe on the other foot, and it becomes necessary to buy in small quantities, from the nearest point of shipment that will give prompt shipment and good service.

We do not mean by the careful buying that a merchant should be afraid to try something new or an improvement on something now selling, for we should always be interested in the introduction of any new or improved article of hardware that will fit in a stock. A salesman who is introducing a specialty in your line, should be given a fair hearing and if, in your judgment, his goods have merit, try it out in a small way.



WILLIAM FIEDLER

Vice-president, Harper & McIntire Co., who has served the institution for 48 years and is guided by his declaration that "satisfied customers are the kind required to build up and maintain a permanent business."

Stock Always Changing

A hardware stock, you might say, is, like the forces of nature, always changing. Something you are selling today has, perhaps, temporarily caught public favor and will become slow sellers in a few months and the demand for them will grow so small that it does not pay to stock and to replace those discontinued on account of loss of popularity. A stock that has a complete, though small assortment, should be the goal in the days of uncertain trade. The most important thing in selling hardware is to have the goods to sell when you have a customer who wants them.

Dealers should go through their want books every night and get orders off for all shortages daily. His ability to make a profit in the future will depend much on the kind of service rendered to customers, and good service cannot be given if stocks become broken and ill-assorted. A good merchant will create an atmosphere of service in his store, so all who enter will have that unconscious feeling of entire confidence in you and your goods. Your salesmen have much to do with bringing about that good feeling customers have for the store. With that in mind, it is up to you to train everyone connected with the store to do their part in attaining that enviable position.

Built for Future

In the old-time hardware store little attention was given to the small boy or girl who happened to enter the store to make some small purchases or to look at some article they would like to have. A dealer can hardly make a worse mistake than to make these children feel that you do not have time to wait on them or that they are of little importance.

A store that is going to amount to anything in any community must build for the future. The boy or girl of today will be the men and women of the future day, and so, as men and women, will think of your store in just the manner you treated them when as children they came to your store.

It is just as important that this same atmosphere of good feeling is extended to the child as any other customer.

Modern family arrangement has made the women of the home the purchasers of a large part of the family needs. She buys the clothing, the groceries, and the pots and pans. If you want to sell a range, electric washer, or a bird cage, you must first sell the house wife.

You will find that an attractive display of kitchen and household articles together with home labor-saving machines will help to attract more women customers to your store.

Much of your advertising should make a direct appeal to the women of the home. Your sales will thereby be greatly increased and the popularity of your store in your community assured.

Owen Strecker has purchased the interests of his brother in the Strecker Hdwe. business at Conrad, Mont., the business now being conducted by Frank and Owen Stecker.

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Hamp Williams' Own Page



WAS: Come and Buy; NOW: Go and Sell

Hot Springs, Ark., August, 1922.

Fellow Merchants:

In looking over some past records of our business I find that we sold more hardware in the month of May, 1922, than in any other month since October, 1920, and I am not reckoning with our auto and auto accessory business in this statement at all. The question is, How did we do it? Here is the first thing we did:

On the first of February, the beginning of our fiscal year, we adopted entirely new and progressive methods of doing business.

We changed the appearance of our store by spending about $500 in decking, changing the shelving, painting and decorating our store. It looks like another place—bright and attractive, indicating prosperity.

The next thing we did was to placard all the staple hardware and implement goods, giving peak prices and present prices, that the trade might see at a glance that we had made a big reduction in our prices, which we did. A cultivator sat in the front with a placard 10 by 12 inches marked in plain large figures: "Was $45, now $30."

We issued circulars covering about twenty items with comparative prices on each of "Was and Now," and gave them wide circulation, sent them out by mail, placed them in country wagons, trucks and automobiles, distributed them in the wagon yards and posted them in public places.

This brought business reaction immediately. We sold more implements in one week than any month in the past year, and we are keeping it up.

Soon after we started this year we found that our volume was running too low and we added furniture. We discussed at one of our meetings whom we should place in charge of the Furniture Department.

We had no one in our employ that understood the furniture business, yet we understood how to buy and sell hardware and we didn't see why we couldn't buy and sell furniture as well. Another thing, we didn't want to add an additional overhead expense for another man.

Before we got through with it we decided that the furniture business was a business of itself and that we should have a man that understood the game; and we advertised for an expert furniture man and got one, and are paying him a good salary.

Increase Volume by Adding Furniture

We have been in the furniture business about two months, have averaged more than $100 a day sales, and the business is growing rapidly.

We adopted the "Was and Now" prices and placarded every piece of furniture that came in and marked in plain figures the peak price and the present price. For instance, a suite of furniture is marked: "Was $195, Now $120."

This furniture salesman understands his business and he is teaching us how to sell furniture. We now figure that his instructions to our salesmen will almost be worth to them what this man is costing us.

He doesn't rely on our limited stock altogether, but he takes customers in a machine and goes to our capital city, where he has arrangements made with large dealers and sells the goods from off their floor.

Now in conclusion will say that our present general policy is, instead of waiting for customers to come and buy we go get them. During the war it was "Come and Buy," now it's "Go and Sell." Some difference.

Your friend,

Hamp Williams

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"S.S.S." Secretary Smith's Sales Suggestions

Experience He Has Gathered During 30 Years in the Trade, Both for Beginner and Boss — No Matter How Much You Know, Read This.

WHILE salesmen are born and not made, this does not mean that a salesman can not be educated to become more efficient. People are born to the various walks of life; some are born artists, some musicians, some chemists or electricians, etc. With some men salesmanship is a natural gift, but this can be developed to greater power. How is this best accomplished? By study and practice.

The best sales are made by the front door. Keep your eyes to the front. Don't let a customer come wandering into your store looking for you. Be up at the front door as much as possible, to greet each customer with a "How do you do, Mr. So-and-So," calling him by name if you can.

Right here let me tell you it goes a long way toward making a sale when you call a customer by name, be it man, woman or child.

If you happen to be busy, or waiting on someone else, always take a second to greet the customer, and explain to him that you will attend to his wants as soon as possible. It makes the buyer feel at ease. He knows his presence is noted, and he won't get nervous or fidgety, but will be willing to wait for a time with patience. All these little details please a customer and mean a great deal in salesmanship.

It should be the ambition of every clerk some day to own his own store, and see his name above the door. That is a great ambition. I had it, and I still have it. Some day I hope to own my own store again, and when I do, I shall run it along these lines, and I shall try to have my clerks do what I am suggesting. I am going to help educate my boys.

Our nation is one of the greatest in the world, because of our progressive spirit, because there is no limit to the length each individual can go in this development. We send our children to school to begin their education, and after they leave school they enter the mercantile world, where their education is continued. Step by step they climb the ladder and reach new levels of knowledge.

"He Profits Most Who Serves Best"

Now let me give you a quotation, which it will pay you to remember well: He profits most who serves best. It is very true — "He profits most who serves best."

When I first started to work in a hardware store, driving the wagon, unpacking goods, blacking stoves, putting iron in the rack, stacking coal, sweeping out and dusting, setting up plows, harrows and mowing machines, and trying to wait on customers every chance I had, I used to look over the pictures in the big catalogues, to become familiar with the goods.

I used to read every little piece of paper that came packed with the goods and, boys, let me point out the value of doing this. It is a mighty good plan to read these little tags describing the goods. They are interesting and instructive, and bring out many fine points that you should remember.

Value of Studying Sales Helps

Let me tell you a little story of what happened to me from reading one of these tags. This particular tag was attached to a walking plow, telling about the mold board, share, landside, etc. It said the beam was made of "time seasoned oak." That is the particular point I want to make. A few days later a customer came into our store, a farmer and timberman, and I had the pleasure of waiting on him.

Finally he strolled up by this very plow I had been reading about. I was ready for him, and I began to tell him about the plow. I wound up my talk by saying the beam was made of "time seasoned oak." He looked at me, I very well remember, and said, "Roy, I am surprised at you. Time seasoned timber isn't to be compared to kiln dried wood." I confess I didn't absolutely know which was the better, and here I was talking to a lumberman, trying to tell him his business. But the tag had said the beam was made of time seasoned oak, and it must be the best. So I pointed out to him that when Nature cured the wood, it surely was much better than when artificially cured. He denied this, and I said, "I am surprised at you, a woodsman should say kiln dried lumber is the better."

We argued back and forth about it in a friendly way, and at last he said to me, "Roy, you are right. I was just trying you out to see if I could convince you, and to see how much you really knew about it."

This incident happened about 26 years ago, so you can see how long such things are remembered. I tell you this little story, one among the many experiences I have had, just to show you the importance of being posted on your goods, and one of the ways of getting this knowledge.

Points of Sales Technic

As I have said, salesmanship is an art. Here are some points of technic which have been worked out through the experience of many salesmen during many years. You have heard

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these things many times, but they are so true that they will bear repeating.

One of the biggest helps in selling is cheerfulness. A smile and a pleasant word are big assets. Nobody likes a man with a grouch and a sour face.

"Do it with a smile" is a good slogan for any clerk. Be always pleasant and agreeable, always ready to serve. Show by your actions that you are willing to assist; be well posted on your merchandise,and never show any hesitancy about displaying it in a nice way.

Do not try to force sales too hard, or put over some shady deal on any customer. It has been said in many tongues, and it is equally true in them all—Honesty is the best policy.

Always be neat and clean, even to your finger nails. Have a clean shave, a clean collar, your clothes brushed, and your shoes polished. Do not smoke during business hours. These little details cost little, but add much to your appearance and your effectiveness. And never neglect to say "I thank you."

Another thing, boys: Don't keep your eye on the clock. The clock worker doesn't progress very rapidly. The boss knows you are only waiting for Saturday night to arrive, and if you expect to gain promotion, you can never get it through watching the clock with a grouch. Work for your boss the same as you would for yourself.

Seventy Per Cent of Sales Made Through the Eye

One of the great points in selling is being able to show goods and describe them intelligently. Seventy per cent of the sales of merchandise are made through seeing, ten per cent by hearing, ten per cent by feeling, and ten per cent by smelling.

Ninety per cent of the people who go into retail stores go for the purpose of making purchases. Ninety per cent of the people are buyers—ten per cent are shoppers.

Supplying the Want and Creating the Desire

If I step into a tobacco store and ask for a ten-cent White Owl cigar, or a bag of Durham, and the man on the other side of the counter lets me choose a cigar or hands me the sack of tobacco, it requires no salesmanship. He is there simply to pass out my wants mechanically. Many men are order-takers, not salesmen, and salesmanship is not always required, as in the foregoing instance. But when salesmanship is required, you must be there; you must be prepared and fortified; you must know your business and your goods.

It is rarely necessary to cut prices to make sales. Avoid quoting prices as much as possible. Talk quality—point out the good features of your merchandise, and at last the price. Remember, only ten per cent of the people buy merchandise for price alone. Why let the ten per cent establish the price for the other ninety per cent? "The quality is remembered long after the price is forgotten."

I want to relate a little incident that happened to me, along about the time of that plow story. I was just a boy in the store, and knew little about hardware. I confess I don't know all about it now, although I have sold it off and on for 30 years,—a long time to be at one game.

Proprietor and Clerk Must Give and Take

A lady and gentleman came into our little country store to look at a cooking stove or range. I started to show them one, and tell them all I could about it, which wasn't very much, as I look back. It couldn't have been, for I don't suppose I had ever sold a stove, or heard anybody tell about one. However, I was a willing kid, and liked to sell goods.

I had just fairly started, when the owner of the store came along, and probably heard my talk. He stepped up and took my customers away from me, and started a good stove talk. I was a high strung kiddie, and resented his way of doing this, so I turned on my heel and walked away.

Now to the owner, the boss, I want to point out, as I see it now, from my point of view and the clerk's, that my boss made a mistake with me, right then and there. We all make them—that's why they put rubber on lead pencils.

If my boss had walked up and put his hand on my shoulder in a friendly way, saying "Roy, let me help you," and had explained to the customers and to me that he knew a few points about the stove that the salesman was not acquainted with, you can readily see that he would have made us all feel better, and at the same time would have made a sales talk that I would have long remembered, as well as selling the stove. He would have killed two birds with one stone, and the next time I had the opportunity, should have been able to tell more about the stove.

I mention this in passing, just to point out to proprietors of stores that possibly they may also be a little remiss about helping to educate their clerks.

Often the clerk is slow about taking advantage of his opportunities to learn. You can't put old heads on young shoulders, but you can teach the young heads.

Giving the Wrong Suggestion

I want to call your particular attention to the repetition of useless sentences. When you think a customer has finished, do not say, "Nothing else today?" or "You don't want anything else?" or "You don't want so-and-so?"

You suggest to him in this way that he does not want anything else, and he is almost sure to agree with you. Instead of putting the suggestion in this negative way, say "What else can I show you?" or "Is there anything else?" or "Do you wish so-and-so?"

Another suggestion: When a customer comes into your store, don't say "Is there something you wanted?" You can take it for granted that he wants something he thinks he can get in your store, or he wouldn't be there. A better approach would be "What can I show you?" or "How can I help you?"

It is the grains of sand that make the beach, the nickels that run the street cars and the little things that make a retail salesman more valuable to his employer. "Tremendous trifles" build character and so do they build businesses. So watch the five points—Keep your eyes on the stars, not on the heavens.

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Your Attitude Determines Actions of Others

NOW is the time when every merchant, manufacturer and jobber should take stock of himself and see how his own activity, or lack of it, influences his community and the purchasing public.

Merchants are unconsciously looked to as a guide of the trend of the times.

If they are aggressive, enterprising in their methods, if their advertising reflects the confidence which they should have in their community and in conditions generally, it doesn't take long for such a feeling to permeate the community, and the merchant is benefited by such a condition.

On the other hand, merchants look to jobbers and manufacturers to set them an example as to what their policy should be.

If a manufacturer hesitates to express his confidence through his methods or his advertising, such a condition is quickly communicated to the buyer, both wholesale and retail.

As some of our correspondents in the letters published in this issue have indicated, we must remember that this is the United States, that there is nothing wrong fundamentally with our government, its people, or its methods of meeting conditions.

There is every reason why the most optimistic feeling should prevail.

There is no reason why normal buying in order to supply the usual requirements of your trade should not be continued.

Manufacturers naturally gauge their activities by the orders on their books. It is well known that the overhead expense or the cost of production is either increased or lowered by the volume of business which passes through the factory, and where a manufacturer is able to keep his plant running full time, without any undue loss, prices can be reduced.

These various points are emphasized in letters that we know will be read by the HARDWARE WORLD readers the country over. They are printed just as received. Nothing has been omitted. No "editing" of them has been necessary. They are a frank, honest expression of business and trade conditions.

MANY LIKE STEAMBOAT'S WHISTLE

Do you remember Lincoln's story about the little steamer with the big whistle? Every time they tooted, the whistle blew off so much steam that the boat stopped running. That's the way with lots of people today. If they would only use their energy to drive the paddle wheel of opportunity instead of eternally blowing the whistle of discontent they would find themselves going up the stream of success so danged fast that the barnacles of failure wouldn't have a chance in the world to hook onto their little craft.

To work, to help, and to be helped, to learn sympathy through suffering, to learn faith by perplexity, to reach truth through wonder; behold! this is what it is to prosper; this is what it is to live.

—Phillips Brooks.

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What Policy Should Merchants Pursue

THERE is no question that concerns the buyer more than what should be his policy for the balance of the year.

In line with our custom of publishing the views of manufacturers and jobbers who make a close study of trade conditions, our fall issues have come to be looked upon by many thousand buyers as offering information that enables them to more definitely determine their policies.

Stocks of both jobbers and retailers are very low.

A manufacturer gauges his operations by the orders on his books. Now that the crops are sufficiently advanced to enable the merchant to figure with a degree of certainty, he should be able to anticipate his requirements sufficiently in advance to place his orders.

Farmers have withheld their buying so long they will be compelled to purchase new tools and equipment, and to make needed improvements. There is bound to be increased activity in purchasing the necessities.

A merchant is neglectful of his duty to his community if he cannot be a source of supply for every reasonable requirement.

There is no undue or unjustified optimism in the letters we are publishing. They reflect good, sound American common sense. Profits are made only from sales, and sales only from stock. In many lines prices are guaranteed, so a merchant is assuming no risk in placing his orders for his normal requirements.

YOU FIND BUSINESS BY GOING AFTER IT

Editor HARDWARE WORLD:

If we were merchants, either wholesale or retail, we would buy liberally of such merchandise for which there was an outlet. Popular priced merchandise sold upon a close margin of profit, with a quick turnover is better for a merchant than money in the bank, for money is only one-half of one per cent a month, or six per cent per annum, while a quick turnover of merchandise brings far more income.

There is and always will be a market for popular priced merchandise and if the merchant does not buy and buy liberally he cannot expect to sell.

Business is not bad. It is just what you make it, which reminds me very much of the saying: "How do you find business? Simply by going after it." And the harder you go after it the more you find.

During the depression which prevailed the past 18 months our plant has worked steadily since January, 1921, day and night, absolutely without stopping, and many times a portion of the regular Sundays and holidays. Today we are completing an addition to our plant which will double our capacity, and we still intend to work 24 hours per day.

That shows you conclusively how we feel as regards fall business and how we feel about business in general. All merchants must realize that the war is over, that business will not come to them now as it did a few years ago, without an effort, and that the public will not pay any price that they choose to ask. We must get down to stable merchandising and business principles and Sell for Less—not a question of how much can we get for our merchandise, but how cheaply can we sell it so as to stimulate the demand and give us a quick turnover. Very respectfully,

ILLINOIS PURE ALUMINUM CO.
G. S. Walker, President.

ENTERPRISING IOWA JOBBERS PRACTICE WHAT THEY PREACH

Editor HARDWARE WORLD:

If we were in the retail hardware business, we should not conduct ourselves, at this time, any different than we are doing in the jobbing business. We have bought, and are buying, all kinds of fall and winter merchandise, and are having the goods shipped to us at once, regardless of whether we get dating terms on the invoice.

We believe that there will be a good trade this fall throughout this agricultural section. If there is good trade, merchandise will be exceedingly scarce, due to the demoralization of traffic, which will follow the present strikes.

When rail traffic is resumed, coal, perishables, grain and live stock will be given the preference. Hardware is dead freight, and will move last. Anything that we get in stock now will find a ready market in the buying season. Goods in the hands of eastern factories will not be valuable to us.

Wise Merchant Will Buy Now

If we were in the retail business, we should follow the course outlined above. Any jobber will be glad to take the dealer's order now, and ship him the merchandise at present or later, giving him dating terms which will correspond to the opening of the selling season. Merchandise cannot be lower; it may be higher. The wise merchant will buy now.

The Winchester-Simmons combination is eloquent testimony as to the ineffectiveness of a manufacturer's system of distribution. It is further testimony of the advantageous position of the local jobber in the distributing field. Yours truly,

HARPER & McINTIRE CO.,
Ottumwa, Iowa. C. S. Harper, President.

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PURCHASE STEEL PRODUCTS WITH CONFIDENCE

Editor HARDWARE WORLD:

The situation as it appears to me, contains the promise of good healthy business over the next six months.

Just at the present the iron and steel industry is very much hampered and disturbed by the coal miners' strike and transportation is more or less disarranged by reason of the shopmen's strike.

Our principal business is wire products, which are very low in price, there having been no advances since the low points that were reached in the early months of this year, notwithstanding that costs have sharply increased on account of the high price of coal. It seems to be the general impression that with the miners' strike settled there will still be a great shortage of coal for the rest of the year, because stocks all over the country have been extinguished and it is imperative that large shipments be made to the non producing sections of the country for domestic and industrial purposes. Coal scarce and dear means high costs for steel products.

The statements of the steel companies that are published from time to time reflect faithfully the condition of the industry. Stocks of goods are low. The volume of business is very encouraging with prospects of a continuance for some time in the future, but prices have not yet been brought back to levels that are fair to the steel producer.

Looking backward, it would seem that the downward swing of prices in the year 1921 was too sharp and there must be some re-action to restore equilibrium.

All the conditions that make business have improved during the past six months. Crops are the foundation of our prosperity. Bountiful harvests seem to be assured and improved prices, giving the agricultural community considerably more buying power. The banking and credit situation is favorable. Export business is slowly reviving. Improvement in the European situation, sure to come, will be a great impetus to business in the United States.

Our opinion is that prices of steel products and especially wire and wire nails are low and that jobbers and retailers may purchase with confidence in reasonable quantities for their next six months' business.

PITTSBURGH STEEL COMPANY.

Pittsburgh. J. G. Deericks, Gen. Mgr. of Sales.

MUCH SAFER NOW TO KEEP COMPLETE STOCK

Editor HARDWARE WORLD:

We believe it to be a time when it should be the policy of the retail merchant to carry a complete stock and to buy his requirements a little more fully than he has been doing for the past two years. The values in many hardware lines are still high as compared to pre-war prices. They are in most cases much lower than they were during 1919 and 1920 and in our judgment are on a basis where the risk of decline is much smaller than it has been. The stock of merchandise in the country in the hands of manufacturers, jobbers and retailers is not heavy and is even scarce in some lines.

We do not believe it a time when a merchant should in any way speculate in hardware, but he is certainly much safer in keeping up his stock than for some months past.

If the coal strike and the railroad strike are settled amicably, there seems to us to be no question as to a good demand during the coming months. Judging by the government reports, our crops in almost every item are going to be large and the farmer will consequently be prosperous and in good shape to buy his requirements. Yours very truly,

HIBBARD, SPENCER, BARTLETT & CO.

Chicago, Illinois. J. J. Charles, President.

AMPLE REASONS FOR OPTIMISM

Editor HARDWARE WORLD:

It is best to say right out loud that the hardware trade—makers, jobbers and retailers—is the most solid, sensible and substantial industry in this country. Left to ourselves, I firmly believe we would always have good business free from sinking spells, except from natural causes. We think right; we act right; but some unnatural and unnecessary thing rises up to hold us by the heel.

The writer is blessed with several years and a fair memory. Remember Roosevelt's spasm on "Predatory Wealth" and the great panic it caused? It took some billions of dollars away from our customers and progressively knocked down the average of railroad stocks from $138 by more than $50 in 16 years.

Do you recall Wilson's "Self Determination" and his "basic 8 hour day?" Two impossible propositions devised to set out the "Rights of People," especially the ignorant.

A combination of stupid politics and labor unionism with resulting strikes again destroyed the buying power of our customers. Just more nonsense from high places.

But that bunk is as dead as it deserves to be. Now days the President is pointing out distinctly "Duties" instead of "Rights." He says to the lazy wasters: "Go back to work and service" and in another breath, to the class bosses: "Any man must pursue his duty to labor when and where he chooses, without hindrance or permission."

Our very thoughts—hardware men's convictions and from the proper place. Knowing this, few need question future business; its swelling proportions are safeguarded.

From every depression I can remember our country has rolled up a tide of business greater than ever before. Every barometer bespeaks its early arrival now. Don't delay; get a liberal supply of quality goods in stock at once.

UNITED ROYALTIES CORPORATION.

New York L. Bordwell, President.

DON'T RISK BEING OUT OF STOCK

Editor HARDWARE WORLD:

We believe that dealers should buy a reasonable stock, in the effort to meet the coming demand, which should be improving.

We have passed through very unusual conditions, due to the strikes and the great loss to labor due to not receiving wages is bound to have its effect in purchasing ability.

Our good fortune in this country, however, is in having prospects of more business and fair prices. And the backbone of the country in buying is the farmer, because if the farmer is not prosperous there are a great many others who suffer with him in lack of prosperity.

If the dealer holds back in ordering and the manufacturer is unable to produce on orders, he will naturally be conservative in piling up stock.

For that reason some dealers are apt to find delivery slow, if they delay placing orders until the last minute and then request prompt shipment. Because others may have placed orders earlier and in doing so have the right to expect their orders to be shipped first.

No dealer can afford to risk being out of stock and losing sales, obliging his customer to get out and buy elsewhere. And that is especially true in the time of improving conditions.

SMITH & HEMENWAY CO., INC.

New York, N. Y. J. F. Hemenway, Treasurer.

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A SOUTHERN JOBBER'S VIEW

Editor HARDWARE WORLD:

I can state most emphatically that for the balance of the year and in fact up to next spring, inclusive, it would be advisable to keep a full stock of everything that would be called for, besides those goods that are new and need introduction, because there is certainly to be a splendid volume of business beginning early this fall and continuing for months to come.

Prosperity Being Forced On Us

It would seem as though prosperity is being forced upon many of us, whether receptive or not, and this is all the more gratifying at this time in view of the fact that unconsciously, of course, the business trend of both jobber and retailer has been most discouraging, but the dawn, however, of a conservatively prosperous future is here and a man must have mental indigestion who cannot appreciate it.

As Regards the Winchester-Simmons Combination

What little flurry was caused, as naturally would be caused by the merger of two such large companies, is now over and the result discounted. No one need worry about anything in connection therewith. Large companies are obliged to be face to face with heavy overhead expenses in proportion to smaller concerns and the economy that the combination hopes to find will doubtless be beneficial from past experiences, but is no cause for alarm to anyone.

This is a big country, there is room for everybody and those prosper better who carry on the "even tenor of their way." Yours very truly,

A. BALDWIN & CO., Limited.

New Orleans, La. W. M. Pitkin, General Manager.

KEEP 90-DAY STOCK ON HAND

Editor HARDWARE WORLD:

As seen through our spectacles, the advisable thing for manufacturers, jobbers and retailers to do is to keep in stock goods to cover their reasonable requirements for 90 days ahead.

Prices are fairly stable, and where changes occur they are more likely to be upward than downward. In many lines deliveries are slow, and the demand all over the country seems to be on the increase.

We, therefore, believe reasonable requirements for 90 days should be anticipated all along the line.

Yours very truly, GEORGE M. CLARK & COMPANY
Division American Stove Company

Chicago, Illinois. A. F. Millikan, Sales Manager.

TIME FOR RECKLESS BUYING IS PAST

Editor HARDWARE WORLD:

If I were a jobber or retailer in the hardware trade, I would exercise the greatest of caution in purchasing for the balance of the year. In the first place, it appears from a general study of the manufacturing trade that there is going to be a tendency to drop prices.

Considering what the jobber and retailer have gone through since the close of the world war, having been obliged to cross off their books enormous amounts owing to the decrease in prices from the wartime prices, it doesn't seem as though this trade could stand another shrinkage on their merchandise. The time for reckless buying is over, and from now on all buyers will have to exercise great precaution. As profits are made on turnovers, the jobber and retailer must look out and buy in smaller quantities than they have done in the past three years.

I do not think that there is anything more which I can write unless I go into this subject deeper. The whole kernel of thought in this letter is "caution."

THE ELASTIC TIP COMPANY.

Boston. George A. Stetson.

REASONS FOR EARLY BUYING

Editor HARDWARE WORLD:

The fact that all departments of our organization are busy, answers indirectly the question as to "what would be our buying policy for the next six months if we were a jobber or retail merchant?"

It indicates our belief that both jobbers and retailers will realize the importance of placing orders early for goods required next spring.

In our line, at least, jobbers and retailers' stocks are very low, due mainly to the fact future orders placed a year ago were for small quantities, many buyers believing prices would fall when goods were required.

Owing to unsettled market conditions a year ago very few manufacturers felt warranted in producing goods above orders in anticipation of late season demand and as a consequence buyers were unable to obtain deliveries on late season orders.

There is positively no indication at present or prospect in the near future of conditions that will permit of a reduction of present prices of manufactured articles of hardware. Prospects of early relief from the present industrial troubles are not very promising. The strikes have curtailed production and delayed deliveries of raw material. Manufacturers will be greatly hampered in maintaining their schedules. Freight shipments will be slow and uncertain at best.

Goods offered today for future delivery at a price guaranteed against decline for eight to ten months are certainly a good buy. Prudent buyers will specify now for full requirements and insist upon early delivery. It looks to us as though the demand the next twelve months would greatly exceed the ability of manufacturers to supply.

COLDWELL LAWN MOWER COMPANY.

Newburgh, N. Y. R. W. Speiser, Sales Manager.

REDUCTION OBTAINED BY BLUFF MAKES CONDITIONS WORSE

Editor HARDWARE WORLD:

In times like these we hesitate very much in expressing our opinion of the future outlook for business, especially at this moment, when the rail and coal situations are nearing a settlement.

If a settlement is reached it will, we believe, ease the situation in regard to deliveries of steel from the mills, but we doubt whether an immediate relief will be effected. We realize that people are expecting to buy as reasonably as possible, but at the same time when a buyer bluffs and secures a reduction it does not better conditions, but ultimately makes them worse, so I feel that buyers for industrial concerns, as well as jobbers and dealers, should buy where they can get the best values, and pay a legitimate price.

Business during the past month has been better than during the early part of the year, and we cannot help but feel that with the enormous building program now in effect that business will continue to increase and be as good, if not better, in the fall than it is now.

Yours very truly,

FAULTLESS CASTER COMPANY.

Evansville, Ind. By Clarence B. Noelting.

ONLY ONE READ FROM COVER TO COVER

Editor HARDWARE WORLD:

We have taken the HARDWARE WORLD for a number of years and know that you get out a most readable magazine.

In fact, of all the different publications and papers that we take, the HARDWARE WORLD is the only one we read from cover to cover.

BOUQUET-BROWNSON COMPANY.

St. Paul, Minn.

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PROFITS ARE MADE FROM SALES

SAW MANUFACTURER'S SENSIBLE SUGGESTIONS

Editor HARDWARE WORLD:

Personally we believe that the jobbing trade is wide awake to the conditions as existing today, and are as clever a bunch of people as exist in the manufacturing end, and their opinion is just as good as ours. Nevertheless, we have seen during the last two or three years large profits swept away, due to decline in prices, and depression of business, and poor collections. I think we have become ultra-conservative and will probably suffer during the next two years through this ultra-conservatism, for we are now on the eve of two, three or four years' prosperity, which a great many people believe is due.

We should, if our capital allows us, increase our stocks and prepare to give our customers the very best of service. A burnt child, however, always dreads the fire, and I think it is needless to caution people to be careful. I think that merchants and jobbers will most naturally be over careful and those few who have the most nerve in preparing well their stocks and purchases—we think they will reap the greatest rewards.

At the present moment we have staring us in the face the coal strike and the railroad strike. At this moment we cannot believe that either one of these are going to result very seriously in the slowing up of business.

If these conditions were removed, and we hope they will be soon, we can see a constantly increasing demand for goods, brought about largely through the fact that jobbers and retailers both have allowed their shelves to get bare and have used the manufacturers as distributing agents to their customers in many, many cases, and we fear very much that many jobbers and merchants will find it very hard to obtain goods which they will very much need, due to the fact that the manufacturers will not be able to produce enough to take care of the demand unless jobbers and merchants anticipate their wants early.

SIMONDS MFG. COMPANY.

Fitchburg, Mass. J. E. Kelley, General Sales Manager.

BETTER DEMAND AND GREATER DIFFICULTY TO OBTAIN MATERIAL

Editor HARDWARE WORLD:

If we were a jobber or a retail merchant our buying policy for the next six months would be to keep on hand sufficient stock of material to take care of our customers' needs so that we could deliver promptly from our stock on all such materials as were in demand.

We are strongly of the opinion that in view of labor disturbances it is going to be increasingly difficult during the next 30 to 60 days to obtain finished goods and that prices to some extent, at least, are going to be higher in view of advancing cost of raw materials and difficulty in procuring them. We are also of the opinion that there is also going to be a better demand for merchandise, especially on the part of the farmer, this fall after the present crop, which promises well, has been harvested.

To sum it up, therefore, we look for a better demand this fall than has heretofore existed this year, with greater difficulty in promptly supplying that demand on account of labor disturbances in the mines and on the railroads, and we, therefore, believe it is a good policy for the retail merchant and hardware jobber to carefully see to it that his stocks are kept in well balanced condition. Yours very truly,

HUNT-HELM-FERRIS & CO.

B. B. Bell, Secretary-Treasurer.

EXPECT TOOL BUYING WILL INCREASE

Editor HARDWARE WORLD:

We have every reason to believe that the improvement of the spring will continue and that there will be a more active buying of tools the coming fall than there has been since the spring of 1920. The exact extent of this buying no one can predetermine, but we believe it will be sufficient to cause shortages in many lines.

It is becoming more and more difficult to secure promptly deliveries of material and there is little unemployed labor. Therefore, it will be difficult for a factory to increase its productive capacity to any considerable extent on short notice.

The large amount of building that is being done is bound to have its effect on the tool trade and we are cautioning all our customers to watch their stocks carefully and keep them within safe limits. The export trade has shown a marked improvement during the past three or four months and manufacturers' stocks in general are becoming reduced. This fact alone will have its influence upon prompt deliveries, the merchant can hardly expect to find in the manufacturers' warehouses round lots ready for prompt shipment.

We are gradually adjusting all the surplus that accumulated at the close of the post war activity and soon will be glad to measure the country's consumption—and then know what "normalcy" means.

GOODELL-PRATT COMPANY.

Greenfield, Mass. Wm. M. Pratt, President.

CANNOT MAKE A PROFIT ON GOODS NOT IN STOCK

Editor HARDWARE WORLD:

We feel that there has not been a time in many years when it was of as great importance to the merchant, be he large or small, to keep his stock complete. We are emerging from a long period of business stagnation, when all stocks were trimmed down to the lowest notch, and now we see a growing and healthy demand for goods, beginning with the consumer and running up through the natural channels of distribution, consumer, local merchant, wholesaler, and manufacturer.

In addition to the demand arising from the passing of the lean years, we are facing the coal and railroad labor troubles, which are bound to exert a severe slowing down influence upon all manufacturing and distributing, and wholesalers are already feeling some difficulty in keeping their stocks complete.

We strongly recommend that the retail merchant buy conservatively, as he would in a normal year, but frequently and thoroughly, bearing always in mind the axiom that you cannot make a profit on the goods that you do not have in stock when wanted.

In a broader way we believe that as last year was pre-eminently a year for the merchant to concentrate on the merchandise problem, so this year is one in which it is of the greatest importance for him to work on his accounts receivable. He should carefully and intelligently clean house in that department, and the months between now and the first of January can well be employed in getting his old accounts collected.

The comparatively small demoralization of business, incident to the coal and railroad labor troubles, is a remarkable tribute to the inherent soundness of our country's financial and commercial condition today. To us the future is full of promise.

THE SEATTLE HARDWARE COMPANY.

L. Howard-Smith.

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SALES ARE MADE FROM GOODS IN STOCK

ADEQUATE TOOL STOCK NECESSARY

Editor HARDWARE WORLD:

We believe that indications point to a distinctly better business in the next six months.

If we were a jobber or retail merchant, we would consider it wise to see that we had an adequate stock of standard articles on hand, as in the tool business, at any rate, it is the dealer that has the goods who makes the sale.

THE L. S. STARRETT COMPANY.

Athol, Mass. F. E. Wing, Treasurer.

SPEAKS FROM WIDE EXPERIENCE AND KNOWLEDGE

Editor HARDWARE WORLD:

If we were a jobber or a retail merchant, as we feel today, our buying policy for the next six months would be on rather broad lines, so far as quantity is concerned, and we would want our goods to be shipped to us just as soon as possible, in order to obtain a stock, for we believe we are going to have a most excellent fall business in our industry.

INTERNATIONAL SILVER COMPANY.

Meriden, Conn. Geo. H. Wilcox, President.

SUGGESTIONS, BUT NOT ADVICE

Editor HARDWARE WORLD:

In our opinion the buying policy for the next six months must be governed entirely by local conditions in the respective territories. We may have suggestions to make from time to time, but never advice, because human nature is such that advice is only acceptable to children.

We are confronted with many conflicting economic situations, and must be governed entirely by our best judgment. There is no question in our mind but prices must gradually come down. A jobber or retailer to function properly must keep sufficient stock on hand to serve the ultimate consumer at the minimum possible price. This alone is the true essence of business — (service).

CALDWELL MFG. CO.

Rochester, N. Y. J. G. O'Brien, President.

BE PREPARED FOR FALL AND HOLIDAY TRADE

Editor HARDWARE WORLD:

As there is almost sure to be active business during the fall, we would naturally carry a very liberal and complete stock, ordering early so as to give the manufacturer as long a time as possible to complete shipment.

The dealer should anticipate not only the usual fall demand, but the Christmas trade as well, and place orders with his jobber in sufficient time to receive the goods in early December.

Considerable attention should be given to the early 1923 business, and orders placed as promptly as possible for shipment in January. In this manner the dealer, jobber, and manufacturer will be working in harmony and there would be less danger of shortage should business again go above normal. It has undoubtedly seemed best to be very conservative during the past two years, but no one is justified in carrying this to the extreme. Most of our jobbers have been very liberal in placing their specifications for our goods and we hope this is the case in every line.

MARBLE ARMS & MFG. COMPANY.

Gladstone, Mich. Jas. T. Jones.

DEMANDS TO HURRY SHIPMENTS INCREASE

Editor HARDWARE WORLD:

It seems to us that the general business condition at this time is one of optimism. While some of our customers apparently continue to buy hand to mouth this practice is growing less and less.

Demands to hurry along shipments indicate that dealers' shelves are not loaded. Orders have been coming to us in such volume that we are increasing our output as fast as possible. The market for tools strikes us as strong and warrants confidence.

HENRY DISSTON & SONS, INC.

Philadelphia. F. H. Atwood.

ENAMEL WARE MANUFACTURERS' SUGGESTIONS

Editor HARDWARE WORLD:

We think it good advice to jobbing and retail merchants to keep their stocks up, and order promptly whatever they may need.

It looks to us as though there is going to be a scarcity of steel products on account of the coal and railroad strikes, and this will cause a shortage of goods.

Our suggestions to the dealers are: place your orders promptly and get the goods in stock and let the other man do the worrying. Yours very truly,

Manager.

EARLY BUYERS WILL BENEFIT

Editor HARDWARE WORLD:

It is the writer's opinion that the general trend of prices is upwards, and that this will continue for several months, and perhaps a year.

The policy of the buying public has been conservative during the last year, but with the splendid crops that are now being harvested, the demand for goods will increase and it is my impression that the jobber or retailer who buys early will benefit not only in having the goods on hand, but also will be able to buy cheaper now than perhaps later on. Yours truly,

AMERICAN GAS MACHINE COMPANY, Inc.

Albert Lea, Minn. H. W. Jensen, Mgr. of Sales.

TENDENCY SEEMS UPWARD

Editor HARDWARE WORLD:

We believe that, should the railroad and coal strike be settled in the very near future, that this country will see a fall business that will be really getting back to normal. We appreciate that this is a very much overworked word; nobody knows what "Normal" means; however, it is our opinion that the dealer who buys conservatively and yet has his assortment complete will have a good fall and winter business.

We believe also that there are some lines of manufactured goods that should be reduced in price. Generally speaking, the tendency seems to be the other way, which effect will have a tendency to further straighten the market and gain confidence of the retail dealer and ultimately the consumer.

If, however, the coal strike and railroad strike are not settled in the near future one can only guess as to the awful consequences, and what the fall and winter has in store for the country generally. Yours very truly,

EMPKIE-SHUGART-HILL COMPANY,

Council Bluffs, Iowa. Fred D. Empkie, Secretary.

R. F. Coffey and E. J. Sheehy have engaged in the hardware business at 233 Morrison Street, Portland.

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CROPS NOW SUFFICIENTLY ADVANCED TO KNOW NORMAL REQUIREMENTS

PRACTICAL HELPFUL SUGGESTIONS FROM INDIANA JOBBERS

Editor HARDWARE WORLD:

We would suggest that retailers push their business this fall and winter, as we believe that by doing this everyone can increase their business very much over last year, as we think conditions are very much better than they were a year ago.

We would suggest that they use their jobbers more than they do, by telephoning, or writing them, advising them of their needs, and getting goods shipped to them promptly. The retailer should be very careful about buying in quantities. He should buy his actual needs, and keep a good assorted stock. In fact to buy more varied lines than he has heretofore.

We would suggest that he add to his assorted stock a great many items that he has not been selling, as in every retail store there are a great many lines that he does not sell that he should sell.

We believe he should carry a complete line of Ford parts.

Carry Auto Accessories

We believe he should carry a full line of staple automobile accessories. Also carry a popular priced line of automobile tires and tubes through the hardware jobber who is close to him.

We mean by that that he should carry only the Ford sizes tires and tubes in stock, and he can order direct from his jobber any sizes other than the Ford sizes. We believe he should carry a fairly good stock of 30x3 and 30x3½ fabric and cord casings. We believe he should carry a fairly good stock of 30x3 and 30x3½ tubes.

We believe he should carry a line of house lighting fixtures and electrical supplies, as the country houses are pretty well being equipped with electric systems, and he could pick up a nice lot of business in his own town, as a great deal of the smaller towns are carrying electric fixtures.

These are our suggestions. Do not let him forget to keep up a well assorted hardware line, house furnishing, building supplies, together with sporting goods, toys, etc.

With kindest regards, we remain yours truly,

BOETTICHER & KELLOGG COMPANY,
Per Oscar Boetticher, Vice President.

Evansville, Ind.

STOCK RECORDS VALUABLE GUIDE

Editor HARDWARE WORLD:

It is our belief that an important thing for every jobber or retailer to know is the rate of sale as applied to the individual items in his stock. A proper stock record, closely watched, should enable him to keep his stock well balanced. The recent tendency with many dealers has been to be under-stocked rather than over-stocked. This condition was brought about by the fact that so many found themselves over-stocked when business was at such a low ebb.

Assuming that dealers are in business to make their money on the goods they sell and not on speculations on the increase or decrease in these same materials, it is our feeling that the dealers should keep their stocks well assorted, thus making it unnecessary for their customers to "go shopping," thus wasting a tremendous amount of time and encouraging the cutting of prices by competitors. Dealers should watch their stocks with exceeding care so as not to buy more than is needed, but equally, not to buy less than will be wanted by their trade.

GREENFIELD TAP & DIE CORPORATION.
Greenfield, Mass. Edward Blake, Jr., Vice President.

FACTS WELL TO KEEP IN MIND

Editor HARDWARE WORLD:

There are two conditions which are in evidence at this time, which, if not settled, will have a strong tendency to retard business development. These conditions are the coal strike in the East and the railroad strike, which takes in the entire country, which we are loath to believe at this writing will not be overcome in the very near future.

There is a building boom which is sweeping the country, and in connection with which there is a demand for an immense amount of hardware.

In my opinion there is no prospect in sight of lower prices for the majority of commodities. So far as our own line is concerned there will certainly be no further reductions in the next six months, and we are of the opinion that the bottom has pretty well been reached.

With these outstanding facts a demand for hardware comes and with no possibility of reduced prices we can see no reason why a jobber or a dealer should not order stocks with reasonable liberality. Neither of these classes of business men can do business without goods to sell, and I do not feel that they are taking any great chances in stocking up at least to keep pace with the demands.

Our own business has shown a strong and healthy increase during the last seven months; in fact, at this time we are having considerable difficulty in getting goods in sufficient amount to fill our orders, and our advice to both of the classes of merchants mentioned would be to order on a reasonably conservative basis but not, of course, with the liberality that would follow a rising market. I believe that prices are reasonably stabilized at this time. There may be further reductions, but they are not in evidence at this time.

Yours very truly,

SIMONDS MANUFACTURING COMPANY.
Portland. H. A. Sargent, Vice President.

OUTLOOK FOR FALL BUSINESS EXCELLENT

Editor HARDWARE WORLD:

Trade conditions throughout our territory have materially improved and the outlook for fall business is excellent, because crop conditions are promising.

Our advice to retail merchants would be to buy conservatively, placing seasonable future orders to protect their needs, but not to overbuy. There are two reasons for this: one, because the buying power of the consuming public has been and will be curtailed for some time on account of the shrinkage in the price of products raised throughout the territory; another, because prices are almost certain to be reduced on all lines.

The reduction will be gradual, but certain, and the retail merchant will place himself in a very much better position by buying often and in small quantities, thereby placing the burden of the shrinkage in price on the jobber rather than assuming it himself.

We have not enough definite information on the Winchester-Simmons combination to speak with any authority on the subject. It is very apparent that the Winchester idea of eliminating the jobber and going directly to the retail dealer proved a failure.

Yours truly,

THE SALT LAKE HARDWARE CO.
H. A. Schweikhart, V. P. & G. M.

J. M. Carroll has purchased the interest of his partner, A. W. Clark, in the Carroll & Clark Hardware Co. at Lamanda Park. The business will be known as the J. M. Carroll Hardware Co.

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ATLAS

FOR FORD CARS

The Radiator with a Backbone



The strongest radiator for Fords made — because it is the only radiator with this patented construction.

This patented construction positively ties the Ford frame where the radiator is mounted on the chassis.

Add the other Atlas features — increased cooling surface and expanding brass honeycomb core — and it is not surprising that jobbers and dealers proclaim it the biggest seller among Ford replacement radiators.

Write for Details

STEIDLE MFG. CO.

CINCINNATI

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DON'T SPECULATE, BUT BUY FOR REQUIREMENTS

Editor HARDWARE WORLD:

It is our opinion that there is going to be a steady improvement in the demand for tools.

While at this particular time we are experiencing a temporary setback because of the numerous strikes, still as soon as these are settled business is bound to go forward with a greater momentum.

Jobbers and merchants have been liquidating stocks for the past year and a half and have been buying on the most conservative basis. They are, however, experiencing in many lines a slowing up for deliveries and this means that the jobber and dealer must anticipate his wants to a certain extent if he is to have a well rounded stock.

We find in the manufacturing business that the large producers of steel and other supplies are now requiring four to six months for deliveries and we do not believe that these deliveries will show any improvement over the next year.

We would want to advise against any speculative buying, as we believe there is more money to be made in turnover than there is in carrying heavy and slow moving stocks, but it is essential to specify far enough in advance to take care of the demands of the public.

VAUGHAN & BUSHNELL MFG. CO.,

Chicago. Sanford 3. Vaughan, President.

SANE AND SENSIBLE SUGGESTIONS

Editor HARDWARE WORLD:

If I were a retail merchant I would buy my conservative fall requirements and get them in my stock early, so as to have the goods when my customers required them.

I would buy my first four months' requirements of season goods for 1923, and on some items six months' requirements.

For this fall, if I was doing a credit business, I would curtail credits and make every effort to collect my outstanding accounts. I would make a special and very strenuous effort to collect past due and old accounts, if I had them, and I would make a very early start. And, if I was owing my banks or jobbers I would make every effort to pay up in full before the first of the year and start the new year with a clean slate.

I would be very conservative with credits and avoid long time credits. Thirty or sixty days should be the longest retail hardware dealers' limit of credits. Competition has forced the resale prices down to the point of where he can no longer give long and indiscriminate credits and make money.

The cause of much distress to many retailers in certain sections has been the long and indiscriminate credits and inability to collect their accounts. And in justice to themselves they should be very conservative in their credits.

It now looks as if many lines of merchandise would be very scarce and hard to get during the next few months — and higher prices may rule for a time on some commodities—especially is this true of heavy and staple goods.

But we must not forget that merchandise as a whole is still very high in comparison to pre-war prices and that sooner or later it is bound to reach lower levels. So we would not advise our trade to buy from a speculative standpoint. And, anyway, in the long run, it is better to buy just for actual needs and buy often as required. There has been a great deal more grief to some retailers from over-buying then making low prices and giving indiscriminate credits to move the goods, than there ever has been from short buying and conservative credits.

MARSHALL-WELLS COMPANY.

Spokane. E. S. Redeker, Manager.

DON'T PLUNGE, BUT BUY FOR KNOWN NEEDS

Editor HARDWARE WORLD:

As far as Enameled Ware is concerned, we believe the buyer can place his orders with greater confidence in the stability of prices than at any time in the past few years. Many of the raw materials entering into the manufacture of enameled ware, particularly steel, have advanced materially in price. Labor in this section of the country is high priced and rather difficult to obtain.

There is every indication that prices will remain firm, and undoubtedly some advances are going to have to be made. If the coal and rail strikes continue, shipments are going to be slow, and many customers will be disappointed. We do not advise anyone to plunge, but liberal buying for known needs will be perfectly safe.

THE REPUBLIC STAMPING AND ENAMELING CO.

Canton, Ohio. R. M. Fawcett, Mgr. of Sales.

GOOD ADVICE FOR ALL TIME

Editor HARDWARE WORLD:

If we were retail merchants we would follow the same advice which we have advised the retail merchant to do for the past three years, namely:

1. Keep a complete stock of all items which are called for.
2. Keep a good substantial stock of the staple commodities which are now moving rapidly.
3. Anticipate requirements far enough ahead to insure having the merchandise when the season is on.
4. Make collections promptly and adhere rigidly to business principles.

The situation in the coal, coke, iron and steel industries is such that the jobber must anticipate many, many months in order to satisfy the demands of the retail hardware trade.

The retail hardware merchant upon his part should appreciate the fact that he has a source of supply from which to supply his needs and should not engage in long time contracts or tie up his capital unnecessarily for the reason that it should be kept in a liquid state to make profit with. WHITON HARDWARE COMPANY.

Seattle. John F. Welborn, President.

NORTHWEST JOBBER'S VIEWS

Editor HARDWARE WORLD:

If I were a retail merchant, for the coming fall and winter, I would buy with reasonable freedom, for I believe that through most of this territory conditions will be excellent at least until January 1st. We believe that prices in the hardware lines will be firm as a whole, but any advance that comes will not justify any speculation on the part of the merchant.

With reference to futures, I would buy my minimum requirements only, but I would be sure to do this. There are too many factors entering into the condition to make any prediction for next spring's business today.

With reference to the Winchester-Simmons combination, the limited information we have at the present time leads me to believe that this will not be any disadvantage to the present Winchester agents, but to those who have been handling the Simmons line heretofore, but have not handled the Winchester lines, we believe that it will mean an awkward position.

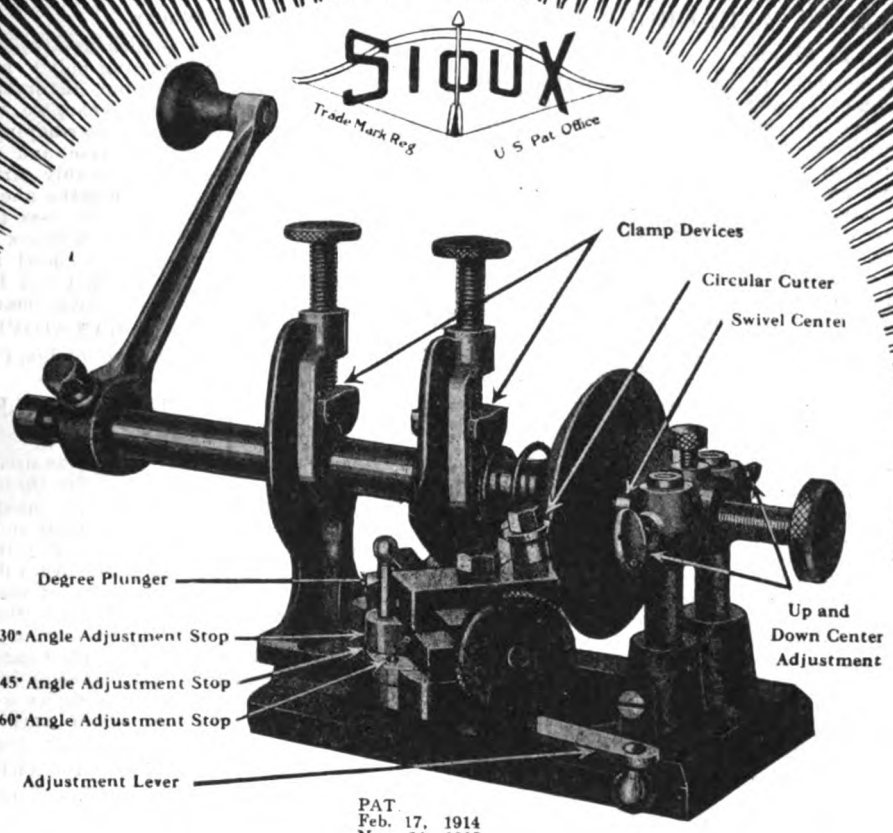
However, conditions are still so uncertain in this combination that the actual working out might mean something entirely different from anything we can anticipate at the present time. Very truly yours,

FAILING-McCALMAN CO.

Portland, Oregon By Edward J. Failing.

Austin-Hall Hardware Co., of Brownwood, Texas, have increased their capital stock to $102,000.00.

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SIOUX VALVE LATHE

The Little Tool for the Big Job

Refaces any 30, 45 or 60 degree angle valves from 1⅜ to 4½ in. in diameter! With this Sioux Valve Lathe your shop will be equipped to handle the big valve-grinding jobs THE STANDARD Sioux Way.

ACCURATE. The Sioux Valve Lathe is more accurate than a machine lathe. All of its adjustments are accurately and permanently built into the tool. Changing the 30°, 45° or 60° angles is merely a matter of changing the degree plunger from one adjustment stop to the other. When the adjustment lever is closed down against the tool it is impossible for the cutter to get out of line, no matter how heavy the job.

SELF-CENTERING. Any novice can operate the Sioux Valve Lathe. The swivel-center device insures automatic self-centering of the up and down center adjustment against the valve. The two clamp devices hold the valve stem from jumping or moving out of alignment.

ROUND CUTTER. The round cutter, because of its shape, cuts a positively smooth face on any steel or cast iron valve, without shattering or leaving ridges. Its circular shape gives unlimited cutting edge, and since it is adjustable and moveable it has the life of at least ten ordinary cutters.

FULL EQUIPMENT. The Sioux Valve Lathe comes supplied with the proper springs for handling all sizes of valves, also with two cranks—one for small valves and one for large ones. This lathe will fasten permanently to a bench, or fit in a vise.

Sold by All Live Jobbers

ALBERTSON & COMPANY, Sioux City, Iowa

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DEALERS' SHORT STOCKS INCREASE BUSINESS OF MAIL ORDER HOUSES

Editor HARDWARE WORLD:

The retail business of this section of the country shows steady improvement from month to month. I do not believe retail merchants in the smaller towns are keeping up their stocks as they should, so as to take care of the regular trade. Our reason for feeling this way is that we get such a large number of parcel post orders every day, which are all marked "Rush" and which in many cases are for merchandise which should go by freight. We believe that this is the opportune time for the retail merchant to assort up his stock in good shape for fall business, which we feel is sure to be good. When business comes you have got to be able to "deliver the goods."

The wheat crop is practically all harvested and has shown a very large yield, much better than the average. The prospects for corn in this section never were better. When these crops are turned into money there is sure to be a good business.

This is strictly an agricultural section, so we must depend on the condition of the farmers for our business.

If the dealer does not keep up his assortment of merchandise, it is the cause of the farmer sending more orders to the mail order houses, and if the dealers will watch their reports lately, they will note that they are all reporting a very large volume of business. If the dealer does not keep the merchandise on hand, the business of the mail order houses is sure to increase, when he cannot supply his customers' wants from his stock.

We believe retail merchants should go after business today in a more aggressive way than ever before, and if they will only spend some money for advertising and follow this up, we believe the returns from the increased business which they would get would be very satisfactory.

Dealers feel like spending money for advertising today is wasting it, and if they do not spend any they are saving just this much.

This is as much of a mistake as it would be for a merchant to move away from the business section of his city and establish his business in some alley just because he could get cheaper rent.

The right amount of money spent for advertising is just as wise an expenditure as it is to pay rent for a store in a good location.

From present indications, we feel that if the railroad and coal strike can be settled in the very near future, that we will have the best business this fall that we have had for several years.

TENK HARDWARE COMPANY.

Quincy, Ill. N. B. Getty.

Hermosa Hardware Co. of Hermosa Beach, advise us they are having an unusually good season's trade.

J. M. Wilson and S. F. Bell who engaged in the hardware business at Glendale, report a good season's trade.

Richardson, Cornwell and Woolston is the new firm name of a general mercantile institution at Forsyth, Mont., handling hardware.

Kennedy & Burrows recently opened a hardware business in Williams, carrying everything pertaining to hardware, housefurnishings and sporting goods.

The Mehl Hardware Company, of Uplands, report a very satisfactory season's trade and a splendid outlook. They handle a full line of everything pertaining to hardware, as well as radio supplies. Their plumbing department is one of the principal parts of their establishment and a large plumbing business is done. They report a splendid outlook and expect a good business for the balance of the year.

LARGEST BUSINESS IN THEIR HISTORY

Editor HARDWARE WORLD:

Our consumption is principally confined to steel products. As regards buying policy, although we have had the largest season in our history and anticipate a still larger one the coming year, we shall endeavor to discourage any tendency to over-buying, as occurred in 1919 and 1920, both by action and word. We shall aim to buy what we are reasonably certain we will consume the next two to six months ahead, according to the material involved. It is useless to try to form a definite opinion as to what conditions may be the next few months. One guess is as good as another. We think that the worst thing that can happen, however, would be to have another runaway market.

CENTRAL OIL & GAS STOVE COMPANY

Gardner, Mass. Fred Coolidge, Purchasing Agent.

MIDDLE WEST IN EXCELLENT SHAPE

Editor HARDWARE WORLD:

The Middle West is almost assured of a bountiful crop, and the prices received for these crops no doubt will be fairly satisfactory, unless labor trouble greatly upsets the markets. Surely capital and labor will come to some settlement during the next thirty days. Therefore, we believe that every hardware dealer should buy very nearly his normal quantity of seasonable articles; buy early and have the goods on the floor ready to show them to the first prospective customer that comes in. All staple goods should be watched carefully and stocks kept up. The changes that will come in the fall markets will not be apt to hurt us much, as we look for prices to remain very near the present market.

Yours truly,

HAW HARDWARE COMPANY.

Ottumwa, Iowa. E. A. Haw, Vice President.

NO PROFIT WITHOUT SALES—NO SALES WITHOUT STOCK

Editor HARDWARE WORLD:

Considering the general trade conditions throughout the country and in the territories in which we operate, it will be our policy to carry a well assorted and rounded out stock for the balance of this year, and we are strongly of the opinion that the retail merchant should do the same thing.

We do not think that it is any time to speculate, but we think that the retail merchant who does not keep his stock up is going to miss sales and without sales there can be no profit.

MARSHALL WELLS COMPANY,

Portland. Jay Smith, Vice President.

THE CORDAGE SITUATION

Editor HARDWARE WORLD:

Our policy for the balance of the year will be not to buy more than three months' requirements on hand and afloat. With this policy we, of course, take the chance of losing a larger profit by a possible advance in the fiber markets, but we cannot see any good reason for any market advance unless it is forced in some way by manipulation.

As the trade knows, in the cordage line, there is always a slacking off in business during the late fall and winter months, consequently our judgment would be not to carry a heavy stock for the balance of this year, although we are quite convinced there will be no decline and there is some danger of an advance.

Yours truly,

THE PORTLAND CORDAGE CO.

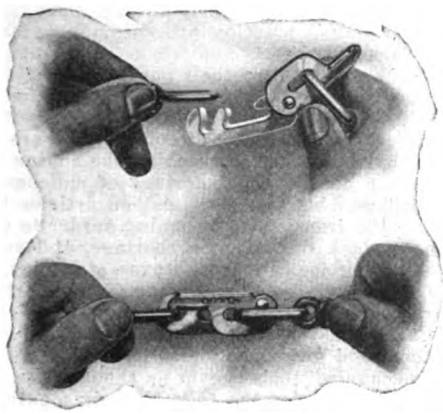
By S. M. Mears, President.

The Arcadia Hardware Co. of Arcadia, have been increasing their stock and adding to their facilities.

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OFF'N'ON CHAINS

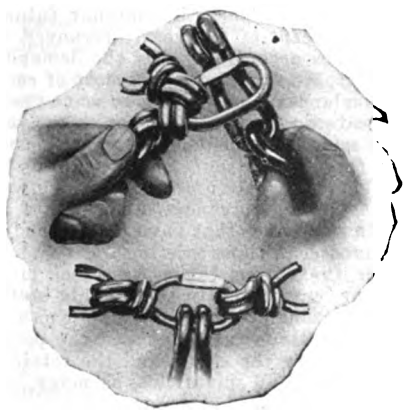
They're Time Savers
That's why they sell



The Positive Lock

The patented lever lock makes it easy to put them on and take them off. It takes up slack, thus saves wear on tires and chains alike. No lost chains — no loose chains.

OFF'N'ON has a positive locking device.



The Slip-On Link

The patented slip-on link makes it easy to take off worn-out cross chains and put on new ones. A child can do it. OFF'N'ON chains, with these special devices, cost no more.

TO show OFF'N'ON Chains to a customer means a sale.

He sees the big features at once: the positive lock — the simple slip-on link. No more lost chains—no more lost time changing cross chains. And yet they cost no more.

Dealers should place their fall orders early so that jobbers can estimate their requirements and protect dealers on delivery. Order spare cross chains — an extra set can be sold with every chain.

Write us for circular and price list giving the name of your jobber

PYRENE MANUFACTURING COMPANY

Makers of Pyrene Fire Extinguishers

520 Belmont Avenue, Newark, N. J.

BRANCHES:

CHICAGO	ATLANTA	KANSAS CITY	SAN FRANCISCO
17 So. Jefferson Street	24 Nassau Street	1712 Grand Avenue	977 Mission Street

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TREND OF MANUFACTURING COST NOW UPWARD

Editor HARDWARE WORLD:

So far as arms, ammunition and cutlery are concerned, we see no reason why jobbers and retailers should not buy their estimated trade requirements during the remainder of the year.

Indeed, in view of present conditions, particularly the possible shortage of coal for manufacturing purposes, it may not be out of place to suggest that orders be anticipated so that goods may be manufactured and on hand when required. The coal situation is causing alarm in the manufacturing sections of the country and already some manufacturers are seriously embarrassed, due to lack of sufficient coal.

The trend of manufacturing costs instead of being downward has changed within the past 60 to 90 days to an upward tendency, which does not indicate any likelihood of decline in prices. Moreover, prices on all our products are guaranteed against decline up to December 31st next.

Trusting this information will be of service to you, we are REMINGTON ARMS COMPANY. INC.

New York City, N.Y. John S. Barlow, Adv. Mgr.

SUFFICIENT STOCK NECESSARY

Editor HARDWARE WORLD:

If we were a jobber or retail merchant, we would certainly count on keeping a full stock of goods if we were able to obtain them.

During this fall there is going to be difficulty in obtaining some lines of goods. Many manufacturers now have in hand all the orders that they can possibly take care of for three or four months.

In obtaining certain kinds of raw materials we have been compelled to anticipate our wants. The general tendency of prices is upward rather more than downward. Labor troubles, combined with a subsequent shortage of labor, and the unquestioned high cost of fuel will all tend toward higher prices. Furthermore, a shortage of fuel is going to embarrass many manufacturers.

We believe the jobber or retail merchant will do well by making sure that he has a sufficient stock of goods on hand.

ONTARIO KNIFE COMPANY.

Franklinville, N. Y. J. L. Burritt, Secretary.

BUSINESS FINE — OUTLOOK GOOD

Editor HARDWARE WORLD:

Our business has been fine and the outlook for future business is good and we feel that the retailer, if he curtails his purchases, may be the loser in the end, that is by getting out of goods and losing sales.

Our policy will be to follow up our buying such as heretofore and not be too anxious to cross the bridge before we get to it, although some forethought can be used and should be used at all times.

Yours respectfully,

Renfrew, Pa. R. M. BOWSER & SON.

Star Hardware & Furniture Co. at Sinton, Texas, recently doubled their capital stock.

Dewey Hardware Co. at Kenosha, Wis., recently incorporated with a capital of $40,000.

Eckman Locke Hardware Co. of Yakima, plan to occupy a new storeroom which is being erected for them.

Ed. Prohs at Gering, Neb., recently sold his interest in the Prohs Bros. Hardware store to his brothers.

PACIFIC COAST JOBBER'S CAREFUL SUMMARY

Editor HARDWARE WORLD:

In our opinion, the "return to normalcy" is not to come, but has arrived. In this connection, we do not mean to convey the idea that ultra prosperity is upon us, for such is not the case and perhaps will not happen for several years to come. Business conditions, aside from the United States, are still in more or less of a chaotic condition largely occasioned by the world war and the financial complications ensuing.

We, however, are differently situated, our resources being so vast and our population averaging of such a high order, and our own development requiring so much of our energy, finances and industry, we necessarily occupy a unique and favored position, of which we are apparently taking full advantage. Our agriculturists and laboring population are enjoying a reasonable return for their efforts and we, as merchants, necessarily receive the benefit of their purchasing power.

The coal strike has set back the manufacturers of steel and other commodities to a considerable extent. Therefore, certain items of consumption are going to be somewhat backward in reaching the consumer. Already there is a considerable shortage of merchant pipe, galvanized and black sheets, and on articles made therefrom. Pig iron is also becoming harder to get. Therefore, we look for, if not a shortage, at least difficulty in obtaining such items as stoves, stovepipe, corrugated roofing, lawn mowers, and many finished articles of like character.

California is a fast growing state, the consumption of household goods, builders' hardware, sporting goods and mechanics' tools is ever on the increase, and will be particularly so for the following six months, and it is a truism that merchants cannot make any profits unless they effect sales and deliver the goods. The Pacific Coast jobbers carry large stocks for the benefit of their customers, but the making up of their orders is largely based on the future sales which their customers purchase from them.

Our own practice on seasonable commodities, based on years of experience, is that our futures aggregate about 40 per cent of our yearly turnover, and we make our purchases accordingly. If the demand becomes extraordinary, we sometimes run short of certain items at the particular time our customers want them. Therefore, we advocate a reasonable but not excessive anticipation on the part of our customers towards purchasing their futures for next season's requirements. The trend of the market is slightly upward, although we do not look for any startling advances, and we are hoping for a decline in some lines that have not as yet fully reflected the changed conditions existing.

Under the circumstances, we feel justified in advising our customers to reasonably anticipate their wants on seasonable commodities, but on non-seasonable goods, we continue to recommend the policy of letting the jobber carry the stock, and the retailer purchasing often, but in small quantities, as many items are still due for a considerable shrinkage.

CALIFORNIA HARDWARE COMPANY.

Los Angeles. Shannon Crandall, President.

V. J. Murray recently disposed of his hardware business at Kelso, planning to engage in business at Rainier.

The La Puente Valley Hardware Store, of Puente, of which J. W. Hudson is proprietor, opened for business recently and plans to handle a full line of everything usually found in an up-to-date hardware store.

A branch of the Detroit Vapor Stove Company will probably be established at El Paso, Texas, according to A. E. Cronenwett, the local representative. They are anticipating a good trade with Mexico on their lines.

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Would you have them stop at your store?

Hundreds of automobilists pass your door every day. Would you have them stop at your store? Would you attract their trade?

Drivers of motor cars represent the best class of customers. They are above average in their buying power. And, usually, they spend liberally.

A Wayne Honest Measure Pump on the curb in front of your store will cause many motorists to halt for gas. When they have stopped, you or your salesmen very probably will be able to interest them in hardware from the shelves inside your store,—perhaps to sell them automobile accessories they apparently need or could use.

Many who stop frequently for gas can easily be made regular customers for your other merchandise. People, you know, will continue to buy from a place to which they have become accustomed.

You will want a Wayne Honest Measure Pump, of course, because you want to be sure that the service outside your store is as good as that inside. Wayne Pumps are favorably known everywhere because of their accurate measures of cool, clean, water-free gasoline.

Send for Bulletin 276-HW and let us tell you more about the opportunity for profit which is to be found in a Wayne Pump on your curb.

Wayne Tank & Pump Company

777 Canal Street, ... Fort Wayne, Indiana

CANADIAN TANK & PUMP CO., LTD., TORONTO, ONT.

- - - - DIVISION OFFICES IN - - - -

Atlanta, Ga. Boston, Mass. Chicago, Ill. Cleveland, O. Dallas, Tex.
Detroit, Mich. Kansas City, Mo. Minneapolis, Minn. New York, N. Y.
Philadelphia, Pa. Pittsburg, Pa. San Francisco, Cal. Los Angeles, Cal.
Warehouses in Philadelphia and San Francisco.

An International Organization with Sales and Service Offices Everywhere

REG U S
Wayne
TRADE MARK



Cut 276
Five-Gallon Pump

HONEST MEASURE PUMPS

Measuring Pumps	**Storage Tanks (From 20 to 20,000 gals.)**	**Air Compressors**	**Oil Burning Systems, Furnaces and Forges**	**Oil Filtration Systems**	***Wayne Rapid-Rate Water Softening Systems.*** **(Borrowman Patents)**

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A STORY WITH A LESSON

Editor HARDWARE WORLD:

If I were a jobber or a retail merchant I would most assuredly arrange to buy as much merchandise for fall and winter sale as I had previously bought. Most certainly no less, and my reason would be that I am thoroughly sold on the belief that I couldn't expect to sell as much merchandise of any kind unless I, in turn, bought, for there cannot be much selling in any line of business unless there is a like amount of buying.

So far as general business for fall and winter is concerned, I am of the belief that it will be good.

Perhaps you have heard the story of the man who built an aquarium and divided it into two parts with a glass partition. In one half of this aquarium he placed a good sized bass and in the other half a number of minnows. The bass quite naturally became interested in the minnows and struck repeatedly whenever they came close to the glass partition. Each time he did he was unsuccessful and the only thing he had to show for his efforts was a badly bruised nose. After a while he ceased to strike at the minnows and in a few days the owner of the aquarium removed the glass partition and the minnows swam all around the bass and he made no move to swallow them,being thoroughly sold on the idea that there wasn't any use.

Not a few salesmen are in the same position as the bass. They are pretty thoroughly sold on the belief that there isn't any business and they refuse to strike again. If they did, they most certainly would find there is a mighty good business to be had by any man who has energy and ability enough to make an honest effort to get it.

It may interest you to know that at the present time we are completing an addition to our plant and erecting a handsome new office building. These additions and improvements will total an expenditure of more than a quarter million dollars. This in itself is an indication of prosperity.

We are behind on our orders and find that we are receiving the most of our orders from those salesmen in our organization who have always been the biggest producers, incidentally hardest workers.

WAYNE TANK & PUMP COMPANY,

Fort Wayne, Ind. Chas. E. Pask, Advertising Mgr.

LOWER PRICES WILL BE RARE

Editor HARDWARE WORLD:

Would anticipate far enough in advance, at least on seasonable items, to insure delivery at time desired. Manufacturers are again securing volume; production in many lines is being taxed to capacity; stocks of made-up goods are reduced; raw materials are slow in reaching destination, due to business of producers, strikes, etc. There is hardly a possibility of lower prices except in rare instances. Conservatism in ordering is always a good plan, but it can be carried too far.

BUCKEYE ALUMINUM CO.

Wooster, Ohio. O. H. Foss.

AN ENAMELED WARE MANUFACTURER'S OPINION

Editor HARDWARE WORLD:

If we were a jobber or a retail merchant, we would be conservative in our buying, but would keep our stock in good condition, and not permit any items to become short or depleted. Many sales are lost, due to the inability of the jobber to furnish the items. Prices are firm and the tendency is for increased prices rather than for lower prices, as costs are constantly rising.

In our opinion the retail business should be very good this fall, as the great purchasing power of the farmer will be realized after harvest season.

Yours very truly,

....., President.

REASONS FOR FAITH AND OPTIMISM

Editor HARDWARE WORLD:

Crops are an assured abundant success and conditions in countries abroad aside from Europe are gradually improving and their buying power is increasing. This is testified to by consular reports that our export department is now daily receiving. This will tend to help our market and sustain prices of farm products.

Tariff is more than likely to pass and increase the cost of importations over what they now are.

Building materials and steel products are increasingly in demand and prices likely to advance in these lines and if not to stay strong.

I have faith in the honesty of our government and the good will of all of us to believe that the coal and rail strikes will soon be a memory and that radicalism will be rebuked in this fall's primary elections.

All such conditions are constructive and are conducive of good retail trade and I should buy while prices are as low as they are now. Very truly,

PRENTISS-WABERS STOVE CO.

Wisconsin Rapids, Wis. T. A. Taylor, President.

GOOD TIMES CLOSE AT HAND

Editor HARDWARE WORLD:

We have been in business nearly forty years and our past experience has always shown us that, after a period of depression there follows one of prosperity. As we look at the matter now, we think the period of depression has about reached its limit. If it had not been for the railroad and miners' strikes we think matters would have been on the jump upward ere this.

We are optimists and believe the good times are ahead of us and not very far away. Yours truly,

THE NOVELTY CUTLERY COMPANY.

Canton, O.

REAL MERCHANDISING NECESSARY

Editor HARDWARE WORLD:

There was never a time in the history of the business world when merchandising, real merchandising, was more necessary than now.

Any old price was satisfactory during the war, but now the time has come when customers will shop for price and quality.

Some people wonder why they cannot find fishing worms in the middle of a dry street. Advertising in the right way for business is as necessary as using the right bait in fishing, and you cannot get results without either in their respective cases.

I want to tell you that we greatly appreciate the good literature that is to be had in every issue of the HARDWARE WORLD.

Your publication is more like a "home paper" than a national magazine, because it introduces business men and their methods from all parts of the country and a reader feels well acquainted with those of whom he has read about. It is not a "cold blooded" meeting, as we find in so many publications, but one that carries with it a "good old hand shake."

Success to you — and here is hoping that the HARDWARE WORLD will some day be a weekly instead of the best monthly magazine in the world.

Your sincere friend,

Illinois. EDWIN T. EYRSE.

Frank Garrett has succeeded David Lowdermilk at Bluffton, Indiana.

E. Nahrgang has purchased the hardware business of Joe Ertel at Geneva, Nebraska.

Hubert Harrington and M. B. Harrington of Fargo, North Dakota, recently incorporated with a capital of $50,000.

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HAVE YOU SEEN

"DADDY-LONG-LEGS"

The Newest Accessory for the

KAMP KOOK KIT



If you do not carry Auto-Kamp-Kook-Kits in stock, send today for complete details of the line. It offers splendid profits, we offer many advertising helps, and it is advertised widely in the national publications, and it has many friends.

Daddy-long-legs will appeal instantly to your customers. It brings up the stove to an easy cooking height, raising it 25 inches from the ground. In the bungalow or the permanent camp "Daddy-long-legs" will prove a wonderful convenience. Retail price for set of 5 for any single or double burner stove, $1.25. Set of 6 for three burner stove, $1.50.

We are constantly striving to make Auto-Kamp-Kook-Kits more efficient and more convenient. That is why the little stove has so many fast friends. The genuine Auto-Kamp-Kook-Kit is furnished in a rich brown enamel with polished brass tank. It has many exclusive features found in no other stove.

Prentiss-Wabers Stove Co.

General Offices and Factory

18 Spring Street, Wisconsin Rapids, Wisconsin

REPRESENTATIVES

Chicago, Ill.
MR. W. AL. TREAT
190 North State Street

Dallas, Texas
MR. GEO. E. VICKERS
411 North Mont Clair Street

Denver, Colo.
SPRAKE SALES CO.
304 Charles Building

Los Angeles, Cal.
MR. HARRY M. WATERMAN
1311 South Figueroa Street

Portland, Ore.
MR. F. H. CHOWN
1121 Gasco Building

New York, N. Y.
MR. CHAS. G. JOHNSTON
98 Park Place

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LESS CAPITAL REQUIRED WHEN BUYING OF JOBBERS

USING JOBBERS' FACILITIES INCREASE TURNOVER

Editor HARDWARE WORLD:

We are in a new business cycle and the hardware merchant cannot ride through the present cycle in the same vehicle which carried him safely in the preceding cycle. We are working with entirely different conditions, which require close analysis for the facts on which future operations depend.

In the past decade the price trend of hardware has been up. Under such conditions the buyer profited by quantity purchases. The greater his stock when price advances overtook him, the greater the profit. Conditions have now been reversed — the price trend is unmistakably downward and, to minimize losses on declines, stocks must be watched closely. The old system of buying in large quantities and loading your shelves with slow moving merchandise will inevitably bring on disaster.

Statistics show that the average turnover for retail hardware stores throughout the United States is about 1.9 times. The well conducted store, however, gets a turnover of from 3 to 3.5. It will be seen, therefore, that the average hardware store is working only about 70% of its investment in stock.

You may buy an item for 50% of its market or intrinsic value, but it is not a good buy until it is sold at a profit and the collection made. Therefore, buy only for immediate requirements and often. Your local jobber is your best friend. He will carry the stock for you and if you use him to the best advantage, you can speed up your turnover to 3 to 4 times a year, make money and reduce your investment in stock 33 1/3 %.

Long and easy terms breed extravagance, pile up trouble for the future and have kept many a man from making headway financially. In the early days when the country was new and there were few banks, long terms were necessary, but this has all changed. The grief the average dealer has had from long and easy terms the past two years ought to be a lesson. The retailer is doing his customer a real service when he absolutely insists on prompt compliance with terms.

THE TRITCH HARDWARE COMPANY.

Denver, Colo. Frank A. Bare, President.

TOOL PRICES WILL NOT BE LOWER

Editor HARDWARE WORLD:

Looking behind the scenes, as far as our own industry is concerned, we would recommend buying amply to cover comfortably your needs without speculating. Prices for tools will be higher, but not sufficiently so to warrant over stocking. Prices certainly cannot go lower.

We regret our inability to provide words of wisdom, but if our remarks concerning our own industry are of help, we are glad to be of this much service.

THE WARREN TOOL & FORGE CO.

Warren, Ohio. Geo. F. Konold, Secretary.

BE PREPARED TO MEET THE DEMAND

Editor HARDWARE WORLD:

From our viewpoint, it would be advisable for jobbers and dealers to stock sheet metal goods now.

The demand is brisk, owing to immense building programs, and deliveries will have a tendency to slow up. Certainly, the dealer and jobber should be prepared to meet the large demand, which will in all probability keep up during the fall and winter months.

Yours very truly,

MILWAUKEE CORRUGATING CO.

Chas. L. Atwood.

CONDITIONS MORE FAVORABLE FOR GOOD BUSINESS

Editor HARDWARE WORLD:

Outside of the present strike situation of mines and railroads, which we believe will be adjusted in the near future, we think business conditions on the whole are far more favorable than a year ago and justify a reasonable amount of buying of supplies in general, for the merchant who has the goods on his shelves for immediate delivery is the one who is going to secure the business.

When one stops to consider that every man, woman and child in the United States is carrying on their person one-half to one pound of steel in addition to many pounds of this material owned by each family in the shape of automobiles, we can quickly appreciate that replacement business alone justifies an optimistic outlook and the stocking up of such goods as are in every day use. Very respectfully,

MARCY TOOL WORKS, INC.

Putnam, Conn. A. W. Marcy, President.

LARGER PURCHASES JUSTIFIED

Editor HARDWARE WORLD:

It would be our best judgment to purchase in little larger quantities than has been the policy in the last six or even twelve months, we feeling that there will be considerable better business the last six months. In making the statement that we would buy in larger quantities, we do not intend to convey the idea that a merchant should over stock, but we do feel that it would be for their interests to place orders for definite delivery. For instance, to have merchandise shipped on September 15th and October 15th. This is of great help to the manufacturers.

LAMSON & GOODNOW MFG. CO.

Shelbourne Falls, Mass. H. G. Hoyt, Sales Manager.

STOCKS OF TOOLS AND SAWS ARE LOW

Editor HARDWARE WORLD:

So far as we are able to look into the future for the next six months, we believe that it will be to the best interests of both jobber and retail dealer to keep their stocks well replenished and not let them get too low. At present, stocks of many lines of goods are short. This applies especially to saws and some other tools.

There has been a great tendency to buy from "hand to mouth" for a very long time past. The "buyers' strike" that started the latter part of 1920 kept up for a long while, and it yet remains to a certain extent. All indications point to a tremendous demand for goods during the next six months, on account of so many short stocks, consequently those who place their orders now will stand a better chance of having the goods than those concerns who wait.

The coal and railroad strikes mean that there is danger of shortage of materials, therefore, of more advances than declines, although we are not predicting either, but there is food for thought in the situation.

E. C. ATKINS & COMPANY, INC.

Portland. M. Conner, Manager.

J. H. Adams & Son Hardware Co. was recently incorporated in Tyler, Texas.

Jabusch Hardware Co. of Deer Park, Wis., recently incorporated with a capital stock of $25,000.

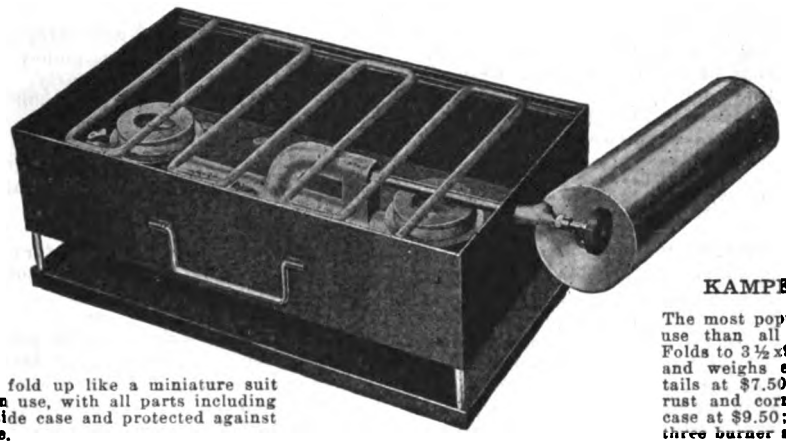
C. F. Gardner sold his interest in the Gardner & Powers Hardware business at Webster City, Iowa.

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AMERICAN KAMPKOOK

TRADE MARK REG. U.S. PAT. OFFICE

THE IDEAL CAMP STOVE



All Kampkooks fold up like a miniature suit case when not in use, with all parts including tank packed inside case and protected against loss or breakage.

KAMPKOOK No. 3

The most popular size. More in use than all others combined. Folds to 3½x9x15 inches in size and weighs eight pounds. Retails at $7.50. Also made with rust and corrosion proof brass case at $9.50; larger size $8.50; three burner size at $12.00.

The Kampkook Leads

THE American Kampkook was the first successful gasoline camp stove ever placed on the market. Into this first Kampkook were incorporated the ideas and features which a quarter century's experience in the manufacture of gasoline heating and lighting appliances had proven essential to dependable and satisfactory service.

The attempt to imitate these ideas and features, which have made the American Kampkook the choice of more than a quarter million motor tourists and campers, is the best testimonial and highest compliment to Kampkook superiority, a tribute to Kampkook leadership.

Consistent, intensive national advertising from the first has made "Kampkook" a household word with motor tourists everywhere. It is the stove they invariably ask for.

Kampkook dealers know that the Kampkook is profitable to handle because our sales policy assures 100 per cent protection and a liberal profit on every sale. And there are no come-backs; the Kampkook always stays sold.

If you are not a Kampkook dealer you should write today for information about our complete line of Kampkooking appliances and name of nearest jobber.

Kampkooks are Distributed by Leading Jobbers Everywhere

AMERICAN GAS MACHINE CO., Inc.

FACTORY, ALBERT LEA, MINN. **EASTERN BRANCH, NEW YORK, N. Y.**

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"IT ISN'T BUSINESS; IT'S YOU!"

Editor HARDWARE WORLD:

All eyes of the business world should be turned to the good prospects of "Better Business." We should look away from the war times and prices; those conditions may never return in the lives of our present day business men.

We have, in the past five years, had two extreme conditions to contend with: First, the war prices advanced higher and higher until they had reached a peak far beyond the estimation of all minds. At that time our American factories and enterprises were at their best. Vast sums of money were in circulation. There was seemingly no end to buying and selling powers. Labor demanded higher prices than was ever known to have been paid in the history of the world.

Nearly forty per cent of our labor forces were engaged in the automobile industry. Hundreds of thousands were shifting from place to place in search of higher wages and greater opportunities. It was at this time that unrest was really first known to any extent. Workers were never satisfied with either salary or location. Rich and poor had become nearly indistinguishable, one from the other.

Crisis Is Precipitated by Ford

On the wings of night the crisis came. September 21, 1920, the Ford Motor Company of Detroit made announcement of a slash in prices on their products. The news spread by wire through our leading newspapers; it was the talk of the hour from coast to coast. That was the turning point of our "Good Business." Others were forced to follow in making declines and the effect was soon international. Business died like a drowned rat; we were to face a new era; the dawn of reconstruction had come.

Following the price declines was the new banking system. All private banks were forced to change to state or national. Money got tighter and tighter. Farmers were in immediate danger, as prices on all farm products made a rapid decline. In many cases farmers' notes that were considered good by private banks would not hold water when examined by state officials and bankruptcy followed.

Why did our country get in this present condition, which started almost two years ago? Unlimited credit! The American people knew no end and purchased far beyond their visible resources. They purchased on the income that stopped. Let the past be forgotten; it shall never return. We may all profit by our experiences of time.

Profiting by Past Experience

Better business methods are needed today. Less profit per item, shorter consumers credit, quicker turnovers, reasonable prices.

The retailer's failure to see the necessity of lowering retail prices on a basis of replacement is the reason for a large part of the business depression.

The wholesaler sells goods on a 30-day dating. Why is not this proper for the country retailer dealing with the farmer? When goods are sold on long credit, it is a proposition of doubling liabilities and splitting assets. Few men in business realize that it costs more than 7% to carry credit on open account. It costs 7% the value of the money, plus the loss of the opportunity to use the surplus funds invested in credit, bad accounts and the cost of collections.

The retailer should limit credit to 30 days and demand cash or a bankable note at the end of that period. Give the cash customer a discount instead of giving the credit a prize for paying up once a year. You charge the cash customer the same price, but give him nothing, in some cases not even "thank you."

Cash Merchant Sells Close and Often.

The retailer who does a cash business on a margin of 20% above net cost will succeed, while the credit retailer will fail on a margin of 40% above net cost. It is reasonable to state that merchandise will turn more often when priced correctly than when priced too high.

Two retailers have a $10,000 stock each. One selling for cash and pricing 20% above net cost will do a $50,000 business, while the other carrying open accounts and unlimited credit is doing a $25,000 business. The cash merchant will make a gross profit of $8333.33 on a purchase of $41,666.67 worth of goods, taking an average discount of 2% or $833.33, which will cover transportation. They turn their stock 4 1/6 times. The credit merchant with a 40% mark-up makes a gross profit of $7,428.57 on a purchase of $17,571.43, losing a discount of 2% or $351.42. Their transportation is added to cost. The latter's stock turns 1 3/4 times.

The credit merchant will carry an average of $4000 on the books. They borrow money at 7% to meet bills payable at a cost of $280 yearly. Loss and collection on accounts, figuring labor, is $500.

Which Would You Rather Operate?

A $50,000 cash business, gross profit of.....		$8,333.33
Cost of doing business, including all overhead (10%).....		5,000.00
Stock turns 4 1/6 or 6% dec. before stock turns (Estimated decline of 25% the coming year)		600.00
Net gain.....		$2,733.33
— or —		
A $25,000 credit business, gross profits of....		$7,428.57
Cost of doing business (except the following — 25% of sales):	$5,000.00	
Transportation.....	351.42	
Interest on $4000 at 7%.....	280.00	
Cost of making collections and bad accounts.....	500.00	
Stock turns 1 3/4 times, 14.285% decline.....	1,428.50	
	$7,559.92	7,559.92
Loss.....		$ 131.35

The cash store is busy with business while the credit store is trying to collect for what they have sold. No more labor is required in doing the $50,000 cash business than is needed to do a $25,000 credit business. That is the secret of Success in Business.

Don't expect everybody else to get "Back to Normal" until you have moved a little that way yourself.

Yours truly,

Illinois. EDWIN T. EYRSE.

A CALIFORNIA OPTIMIST

Editor HARDWARE WORLD:

Down in this "neck of the woods" everything seems to be "hitting on high." I have talked with some of the hardware boys in Orange and Los Angeles county clear down to San Diego, and they are all fairly busy, not rushing, but from the outlook, I believe we may expect to have a pretty good business.

As a matter of fact, we haven't had any complaint in the past year, and we are not expecting any. Perhaps it may take a few jumps here and there, but it is my personal opinion there will be more downs than ups.

I have been in Torrance since 1912, and have operated the Torrance Hardware Co. since that date, and for the past six months have been also supporting a store in Moneta.

At our last convention I was asked to serve as President of the Southern California Retail Hardware and Implement Association. We have a lot of things we want to do this year and what we want to center on is to establish local clubs and carry on the plan of group meetings, because I believe it is a winner. Our friend and Secretary, H. L. Boyd, is dead in earnest and a good worker, so watch our tracks this year.

Yours truly, "HARDWARE" REEVE.

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THE

"PERFECT HANDLE"

(Reg. U. S. Pat. Off.)

WRENCH



Unbreakable

Unbendable

NOTE THE

"PERFECT HANDLE"

THE WOOD BEING LOCKED IN UNDER PRESSURE

SEE THE YOKE STRENGTHENING THE SLIDING JAW

THE BAR IN ONE PIECE DROP FORGED FROM SPECIAL STEEL

Sole Manufacturer of
"Perfect Handle Products"

THE H. D. SMITH & CO.

PLANTSVILLE, CONN.

Pacific Coast Agents:
J. J. BROWN SALES CO.,
Los Angeles, Cal.

Southern Agents:
JOHN K. WILSON CO.,
Baltimore, Md.

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Cranking Profits at Curbstone Pumps

J. G. Rodman, With a Wayne Gasoline and Oil Measuring Pump and Storage Outfit, Can Build Up a Big Automotive Equipment Department for Any Live Merchant

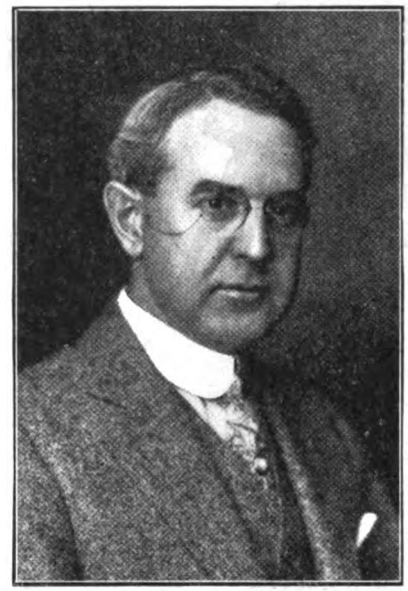
ANY man known by the name of Rodman would very naturally turn to some form of measuring as his lifework. We have known many a "rodman" breaking trail with a bundle of stakes on his back, measuring the future course of a railroad. We have in fact enjoyed that sensation ourselves. Well we remember forgetting how many "rods" made a mile in the days when we used to estimate the wallpaper and floor area of our school room.

Coming very much nearer our present objective, we might suggest the thousands of operators of automobiles whose gasoline tanks are under the front seat. Shouldn't they all be called "rodmen"? Have you ever stuck in a dusty stick or twig or ruler to plumb the depths?

Here, however, is a "Rodman" who measures his gasoline accurately, mechanically, quantitatively, in plain sight. In fact he measures it for a great many of us, so well that we go to him and his installations for gasoline as well as inspiration.

J. G. Rodman is western manager of the Wayne Tank & Pump Co. organization, and aside from his attributes as a thorough gentleman, an able business manager, an enthusiast, and fully informed fuel pump engineer, he is a master salesman with nearly a quarter of a century's experience and achievement in his favor.

Fifteen years ago, when he was on the firing line himself, when he had far less experience than he has now, and in the infant days of oil pumps, he was national high man in the organization of several hundred keen salesmen. This perhaps indicates his qualification to the respect and audience of any past, present or possible purchaser of gasoline, oil or other liquid pumping, measuring, storage or filling equipment.



J. G. RODMAN

The Rodman family has been a justly famous one, in Kentucky and out of it. While Hugh Rodman went to sea in the Navy and became a ranking admiral, his kinsman and fellow-townsman, J. G. Rodman, has won equal rank and like distinction on the similarly perilous sea of business, at the helm of a staunch vessel whose home port is Fort Wayne, Indiana.

A Blue Grass Lad

When Mr. Rodman was a boy in Kentucky they used to measure fuel for motive power by the quart of oats, and about that time the Wayne Tank & Pump Co. was making a crude oil pump of wood, used for the storage and measurement of gasoline. The company has been making pumps and storage tanks since 1890, and recently called the attention of the public to one of their early pumps, purchased by A. G. Black's Sons Co. at Confluence, Pa., in 1904, which is still reported as giving good service.

Young Rodman was sent away from the Blue Grass of Kentucky to the classic shades of Purdue University at Lafayette, Indiana, where he acquired a zeal for business, cultivated his natural energy, and made friends who have kept him away from his old home environments ever since.

The day Mr. Rodman left Purdue he became a student in earnest—of salesmanship. After a course that extended over years, under able masters and dealing with all phases of the problem, conducted in the field entirely, he was graduated with honors from this greatest of schools, entered the faculty, and is now one of the ablest of instructors, leaders, organizers and administrators in the Western sales and distribution field.

After a few early years with such "openers" as wholesale dry goods and packing house products in the North Central States, one of his friends urged him to look into the possibilities of the oil pump and tank industry at Fort Wayne, Indiana. This was in 1904, the very year that Wayne pumps were awarded the prize at the Chicago exposition.

When he entered the industry, 18 years ago, his company's annual sales were about a quarter of a million, and in 12 years he saw them jump to the neighborhood of eight millions, 32 times greater. It would be more accurate to say that he was one of the living causes of this increase, for his sales preeminence made him a district sales manager and territorial organizer, and his recent years have been spent in this interesting, vital work for which he is so liberally endowed.

Four years ago he was delegated to organize a Western branch of the Wayne Company, and a great trade has resulted, an organization with stocks at principal distribution points, sales representatives by the score, and a widespread respect for and loyalty to Wayne equipment by both distributors and consumers.

Getting the Motorist's Attention

The Wayne Pump & Tank Co. has put into practice a new publicity and advertising idea, as well as a standard measuring pump. The consumer has been reached, the motorist who buys gasoline at your service station and curbstone pump. He is advised to look for a Wayne and so be sure of the weight, temperature and purity of the gasoline and oil he buys. Thus the Wayne Company is supplementing the efforts of its own customers, bringing trade to them, building up the community's confidence not only in Wayne equipment but in the merchant who installs it.

It is claimed for Wayne equipment that 40% more profit is possible for the owner or operator of a five-gallon pump, because of its rapid delivery, accuracy in measurement and ease of operation. Fifteen strokes of the handle with no backward strokes pump five gallons and return the plunger ready for the next customer.

The same advantages of mechanical measurement, stable temperature in storage tanks, compactness and economy of design, and reliable operation are consistent throughout the Wayne line for curbstone, interior and

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This Beautiful Toy Poster May be Had Free to Help Every Gilbert Toy Dealer

This beautiful, full size, 24-sheet poster can be had free of charge to help you sell Gilbert Toys—to stimulate your whole toy business. The opportunity to do this most powerful and economical advertising is made easy for you.

Your customers cannot dodge the message of the billboard. It commands continuous and repeated attention. Its strong colors and beautiful design impress it firmly in the minds of all those who can see. No other form of advertising has its tremendous power of attraction, day in and day out. It appeals to young and old alike — boys and girls, men and women — thousands of people before whom you could put your message in no other way.

POSTERS WITH YOUR NAME FREE

Let the people of your city recognize your store as toy headquarters this Christmas. Place in front of them, where they'll have to see, this beautiful poster with your name prominently displayed. We give you the posters free and ship prepaid, with your name imprints, with every demonstration order of Gilbert Toys. This poster will not only sell Gilbert Toys, it will push every toy you have to sell. Identify yourself in your city as the leading merchant in toys this Christmas.

Write for full particulars today

THE A. C. GILBERT COMPANY

431 Blatchley Avenue - - - - - New Haven, Conn.

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portable pumps for gasoline, oil, paints and other liquids.

When such institutions as Chanslor & Lyon Co., the Western Oil Co., the Associated Oil Co. and other large and critical distributors of oil, as well as equipment, endorse the Wayne, after thorough trial and use, the trade may well feel a confidence and interest that will repay with increased profits.

The completeness and flexibility of the line is proved by the fact that large automobile assembling plants and industries may have gasoline accurately measured and delivered at outlets all over the plant from a single storage tank, simply by pressing a button that makes an electric contact.

Opportunities for the Merchant

As illustrative of the part a high-grade gasoline pump may play in the business of a live merchant of automotive equipment may be mentioned the experience of Martel Bros. at Burlingame, who installed a curb pump in front of their store and have sold over 2,161,000 gallons of gasoline in three years, which means a profit of something like $7,200.00 per year. And this does not take into account the tires, oil and other equipment, to the sale of which gasoline is the surest introduction. We know the importance of "manning the oil pumps."

Many Branches Serve Trade

It has been the policy of the company to locate stocks and sales branches where they will be convenient to all operators and owners of Wayne equipment. In the West direct factory branches are loc ted at Dallas, Denver, Kansas City, Omaha, Los Angeles, San Francisco, Great Falls and Oklahoma City. Southern branches include Alexandria, La.; Atlanta, Jackson, Memphis and New Orleans.

New Headquarters

With the growth and development of the business out of the San Francisco office it has been found necessary to seek larger quarters with increased storage and office facilities. Within the next few weeks a new building will be occupied at 420-430 Fourth street, with complete stocks and service facilities.

Another recent acquirement of the company should be mentioned in this connection, the Barromite water softener, which will hereafter be produced and marketed through the Wayne organization.



One of the first oil pumps manufactured by the company and still in use.



Modern curbstone pumps bring customers to the live automotive merchant's door.



DETROIT AGENTS OWN BUILDING

In occupying their own building, devoted entirely to the various phases of national advertising and merchandising, Brooke, Smith & French, Inc., well-known Detroit advertising agency, have established themselves in one of the most completely equipped agency plants of this country.

This highly developed institution, as well as other leading American agencies, affords an interesting example of the tremendous strides made by the advertising profession during the last decade.

This new building contains more than 6000 square feet of floor area. In addition to the executive offices, adequate facilities are provided for the specialized departments of Research, Copywriting, Media, Mechanical Production, Checking, Shipping and Auditing.

Established in 1907, and for years associated with a number of the most prominent advertisers in the Middle West, Brooke, Smith & French, Inc., now add to the strength of a notable personnel the added advantage of one of the most complete physical equipments in the advertising business.

C. L. Harvey, of Glendale, has purchased the interest of Marion Hanks in the Roberts & Hanks Hardware Co. at Klamath Falls.

The Van Nuys Paint & Hardware Store of Van Nuys recently moved to a new location to give them the necessary facilities for fall trade.

The Live Hardware Company, of South Pasadena, recently occupied their new store room, 50x100, with a 50x50 addition and basement. This gives them splendid immediate facilities for an increasing trade, and they report a most excellent outlook.

Robert Weiss Hardware Co., of Uplands, report a very splendid season thus far and a good outlook for fall trade. They are handling everything in the line of hardware, house furnishings, sporting goods, accessories, paints, oils, etc., and have no reason to complain.

The Central Hardware Company of 6673 Hollywood Boulevard, Hollywood, recently opened up in Santa Monica store number three, with G. L. Rowe in charge. They will handle everything pertaining to hardware, house furnishings, cutlery, sporting goods, etc. Their Hollywood store, number two, located at 7516-20 Sunset Boulevard, is in charge of James Langroise. They report business good in all three stores, and a most excellent outlook.

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Bissell's Fall-Xmas Offer

To the Trade:

An extra sweeper free with an order for a dozen or more, in consideration of nominal advertising cooperation, is our Fall-Xmas proposition again this year.

That business generally will be good this fall, seems to be the consensus of opinion. Surely the evidence points that way, with an excellent U. S. Government crop forecast, a great improvement in industrial employment, general firmness and in fact an upward tendency of labor and commodity prices, as well as other factors that indicate the way the wind is blowing.

For ourselves, we can report the largest spring business in our history and this notwithstanding the curtailment of foreign trade. Following a very large business last fall, this is proof enough that the need and demand for carpet sweepers is unabated.

● ● ● ● ● ● ● ●

Let us mail you a copy of our Fall-Xmas Offer announcement containing full details.

Yours truly,

BISSELL CARPET SWEEPER CO.

F. M. Deane

PRESIDENT

FMD/AD

P. S.—How about some toy sweepers too?

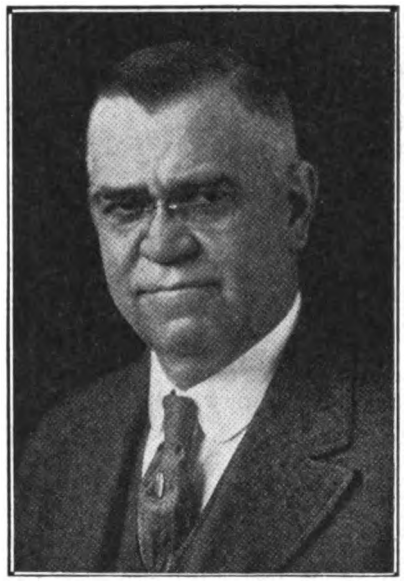
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Double-Barreled Western "Load"

Two District Sales Managers Who Are "Dead Shots" and Repeaters in Bagging Business and "Busting the Bullseye"

AMONG the different divisions or branches of the hardware business, we know of none in which there are finer men throughout than in the arms and ammunition department. These fellows are sportsmen among sportsmen and whose standards and individual personalities make it a pleasure to meet and do business with them.

Any new organization in the field naturally finds every incentive to measure up to the existing standard, and the surest way is to delegate men who have already been trained in the ways and byways of the territory. They know only one code and that is the law of the sportsman.



FRANK C. RIEHL



CHARLES D. PLANK

When the Western Cartridge Co. resolved to build up an organization and a business in the great western sporting and outdoor country, they followed the line of least resistance and best good sense in turning to trained men to do the trick. The present western sales managers, Frank C. Riehl in the Northwest and C. D. Plank in California, are both thorough sportsmen, trained members of the ammunition trade, and men who can offer the merchant an experience and education in this department of the business.

With the installation of a full warehouse stock at San Francisco to supplement that at Tacoma, the company now offers its full line of loaded shells and metallic cartridges, automatic traps and white flier targets, with every facility and service. Sales offices are also maintained at the respective warehouses, 731 Eddy st., San Francisco, and 1752 Pacific ave., Tacoma.

Frank Riehl Handles Both Gun and Pen

A striking example of "winning his way by the love of his work" is furnished in the brief story of Frank C. Riehl, Northwestern sales manager.

Born on a fruit farm in Illinois "more years ago than he cares to tell," he left his home at the age of 23, because, as he puts it, "there were nine of us in the nest, and it was up to me to get out and hustle for myself."

His first job was in connection with a daily newspaper in his native city of Alton. There he advanced rapidly, graduating through the various departments to the managing editorship. Ten years he gave to this field of accomplishment, doing also considerable literary work — the latter exemplified in two successful volumes of legendary verse. However, his healthy early training impelled him to seek the out-of-doors, and when in 1898 the chance came to enter the employ of the Western Cartridge Company, he decided to make the change.

Since then he has followed the ammunition business without interruption. Always a good shot, he stepped into some prominence by winning the Illinois state championship at his first open tournament. Since then he has stood always in the front ranks, though only once as national champion, when he won that honor at French Lick, Indiana, in 1904. From that day to this his standing has been always "well up with the ninety and betters."

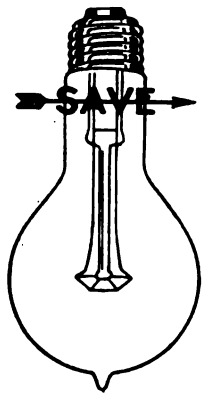
Temperamentally his leanings were always to the business end of the game. Altogether in 24 years he has worked for just two ammunition companies. From 1901 to 1912 he was successively "missionary," shooter and salesman and lastly Northwest sales manager for the Remington-UMC interests.

Has Built Up Western Business

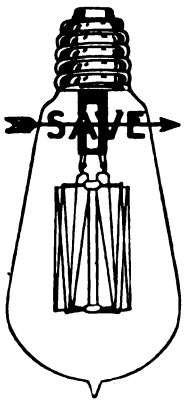
Just ten years ago this summer F.W. Olin, president of the Western Cartridge Company, "called me back home," as Mr. Riehl expresses it, and persuaded him to take the introduction of Western products in the West as Pacific Coast sales manager.

Starting without a dollar of business west of the Rockies, he has built up an organization of splendid personnel, and an annual turnover of the "Diamond W Brand." From Mexico to Alaska and from the Rockies to the Sea, Western shot shells and metallics are known to all dealers and sportsmen and stand in high repute.

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SAVE

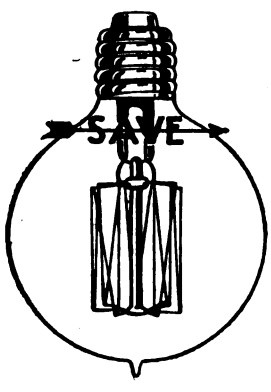


Our growth in less than four years—from obscurity to the largest independent lamp producers in this country—is an endorsement of our policy

"QUALITY AHEAD OF PRICE"

Our plans for the future include features which will establish for us even a stronger position with the leading buyers.

Our proposition is worth asking for.



SAVE ELECTRIC CORPORATION

615-623 Front Street, TOLEDO, OHIO
220-254 36th Street, BROOKLYN, N. Y.

Executive Office, Toledo, Ohio

Pacific Coast Representative:
J. R. O'DONNELL & CO.,
San Francisco - - - Los Angeles

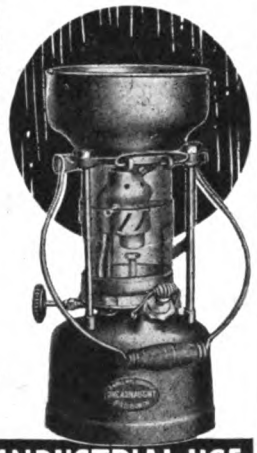


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The WALL "DREADNAUGHT" FURNACE

WALL SUPERIOR PRODUCTS SINCE 1864

WALL "Dreadnaughts" have always been favorites among furnaces of this type. Safety and durability are guaranteed by solid brazed steel construction throughout. A specially designed burner will melt 40 pounds of solder in 10 minutes and will operate indefinitely without carbon trouble. Pump can be removed while furnace is in operation.



Each "Dreadnaught" securely packed with tip for kerosene. Tip for gasoline furnished only when specified.

P. Wall Mfg. Supply Co.
PITTSBURGH, PA.

WALL PRODUCTS for INDUSTRIAL USE

ALWAYS ON THE TRACK
AP
ALLITH-PROUTY COMPANY



DOOR HANGERS
and
Garage Door Hardware

The constantly increasing demand for Allith-Prouty products clearly indicates the confidence and good will this company has built up among dealers and users everywhere.

More than twenty years' production of a uniform high quality of properly designed and extremely well made sliding door hardware is responsible for Allith-Prouty success.

Write Today for Catalog 90

ALLITH-PROUTY COMPANY
Manufacturers
DANVILLE - - - - - ILLINOIS

ALLITH-PROUTY

Incidentally, Mr. Riehl was the first scribe of the original and now famous shooting organization known as the American Indians, and his inspirational work in that cause ever since has been largely responsible for the growth of the idea which is now typified in many kindred organizations. Among these may be named the Original American Indians, the Canadian Indians, the Pacific Indians, the Atlantic Indians and the California Indians. Altogether these organizations have been a great factor in the advancement of this splendid recreational pastime which has been well named "the sport alluring."

Strong Plank in a Winning Platform

"C. D." is one member of the Plank family who is "four square" in every respect. He has many things in common with his good kin "Gang" Plank, for there is nothing can make him happier than to have a gang of dealers climb on with orders for Western shells and ammunition. And like Mr. Riehl in the Northwest, he started with his good nature and high hopes and has built of whole cloth a good and growing trade among the merchants in his territory.

Mr. Plank's boyhood was in Denver, and he did his first hunting for Rocky Mountain goats. In fact he tells us he became quite an expert shooting pike off Pike's Peak. When he finished school some 25 years ago, he naturally followed his inclinations into the sporting goods department of the Tritch Hardware Co., where after due course he became manager and buyer and made the acquaintance of prominent members of the Western sporting goods and arms world.

Resigning this position to accept one with the ammunition company, he spent several years in the Northwestern states. In 1919 the Western Cartridge Company transferred him to San Francisco, and since that time he has devoted himself faithfully and with marked result to establishing an outlet for Western ammunition products in California and Nevada.

In the past few years the chief obstacle and handicap has been the distance from headquarters and a stock. Now persistence and conquest has its own reward in the establishment of a warehouse and full stock at San Francisco. A new concrete building provides 12,000 square feet of floor space for storage as well as sales offices and headquarters.

The two Western managers have been warm personal friends for twenty years, and they work in the spirit of mutual co-operation and helpfulness. It is not difficult to foresee for them and their interests a steady growth and development.

ENTHUSIASTIC DISTRICT MEETINGS

The regional or district meetings which are being held over Northern California by the Retail Hardware Association continue with more enthusiasm than ever. Secretary Smith estimates that over 1000 retail salesmen, clerks and helpers and their employers have already been reached in over 20 meetings, and there has not been yet held a meeting in any one of the communities surrounding San Francisco bay.

Two of the most spirited meetings last month were at Chico and Marysville. Here an orchestra was in attendance, menus were printed in connection with the banquet, and there was genuine interest and benefit, as well as a fine feeling of fellowship.

Among those who "registered" at the Marysville meeting were the following:

Frank G. Bremer, C. M. Burchell, J. C. Baldwin, Nick Carter, S. F. Carmody, G. L. Dalbey, W. M. Doty, Jack Dunne, F. M. Ellis, T. J. Fleming, Harry M. Foss (speaker), Thomson-Diggs Co.; Chester O. Gates, B. J. Herboth, Anna Hirshbeck, J. T. Herboth, J. E. Harris, C. B. Kimball, Norman H. King, E. H. Liston, E. Lee, Guy Lukens, George E. McIntosh, J. E. McClellan, Charles W. Marshal, E. E. Monson, J. E. Messick, H. B. Meek, Julius Mueller, L. L. Murphy, H. E. Prentiss, F. A. Phillips, C. C. Ormiston, J. F. Reilley, J. M. Rose, A. Smith, S. R. Smith, Secretary Smith, H. S. Tague, Jas. L. Voorhees, Norman P. White (speaker), J. E. Wyatt, H. Woodworth.

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Salesman
For Manufacturer's Lines

Wanted: a Hardware or Plumbing Supply Salesman to sell Manufacturers' lines to Jobbers. An excellent future.

Applicant please state Age, Experience and Salary desired.

All replies will be kept strictly confidential.

Box 755

HARDWARE WORLD

Phelan Bldg., San Francisco, Cal.

Profit by the Coal Shortage
Order KANKAKEE Oil Heaters NOW

Order DOUBLE your usual stock of oil heaters to meet the big rush that is sure to come. You simply cannot afford to disappoint your customers on such an essential article.

KANKAKEE Smokeless Oil Heaters are full size, made in 3 styles. Catalog sent on request.

Net prices for one doz. or more stoves, any assortment, F. O. B. our factory at Kankakee, Ill. Terms, 2% 10 days, net 30 days.

No. 1213— Plain Black $3.70

No. 1223—Plain Black, Nickel Trimmed, $4.40

No. 1233—Blue Porcelain Enameled, Nickel Trimmed, $5.55



Buy Direct from Makers

Leonard Metal Works

925 S. Homan Ave.

CHICAGO, ILL.

The Ray Hardware Company is a new enterprise at Saginaw, Michigan.

Gordon J. Thoney is opening a hardware business at Ishpeming, Michigan.

Fisher-Glassford Hardware Co. of Fresno, have recently purchased a site on which they will erect a new building especially adapted for the needs of their increasing business.

Williams Bros. have purchased the Burr Oak Hardware Company at Superior, Nebraska.

John M. Madison has purchased the hardware business of P. L. Zimmerman at Ralston, Wash.

Murrietta Cash Hardware Co., of Elsinore, have recently been adding to their stock, preparing for a busy fall trade. They are handling the Moline line of implements.

Little Giant
PIPE WRENCHES

Patented Feb. 4, 1913.

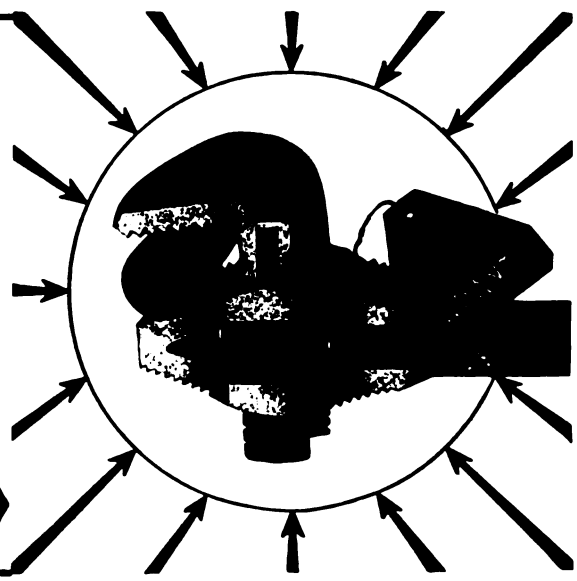
A new wrench that gives quick turnover and generous profits to the dealer — and lasting satisfaction to the user.

It's simpler, stronger, and it lasts longer. It has only 3 parts. Look at the picture to see how it takes hold. It gets into the corners. The "LITTLE GIANT" Wrench is made in three sizes — 8", 10", 14".

Ask Your Regular Jobber for Prices

GREENFIELD TAP AND DIE CORPORATION

GREENFIELD, MASS., U.S.A.



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Foss Family Favors Better Brushes



ADAM FOSS

The late Adam Foss started the company in 1851. Brushes he made are used today and his principles guide a great industry.



WALTER D. FOSS

The present President assumed management in 1876. Invented Ohio, Shasta, and Green Handle Solid Center Stucco Brushes.



OSCAR H. FOSS

Director, associated principally with sales development and intimately acquainted with the selling problems of the wholesalers.

SOLD! for eleven-fifty!'' Thus the express company's auctioneer completed the sale of another unclaimed parcel. The highest bidder for the parcel, the contents of which were still a mystery, was Adam Foss, and little did he realize that his ''grab bag'' purchase was to be the foundation of one of the largest of brush factories.

The place was Cincinnati; the time, 1850; the occasion was a public auction of unclaimed shipments by an express company. Adam Foss, then in his early twenties, found himself in possession of a large parcel having a rather foreign appearance. After receiving his purchase he was naturally somewhat dubious as to whether he had been exactly wise in spending $11.50 for a package which, so far as he knew, might contain nothing at all. Upon opening it, however, he found that it contained hogs' bristles tied in small packages of various lengths.

Finding no ready and profitable sale for hogs' bristles, Mr. Foss decided to turn his purchase into cash by making the bristles into brushes and selling the brushes. He was of a mechanical turn of mind, so found little difficulty in fashioning a few rather crude brush handles and ferrules with the use of even more crude tools, and in due time had made up all his bristles into serviceable brushes. He then started on a journey to sell the first products of his one-man factory, and soon proved his ability as a salesman equal to his skill as a manufacturer.

When Mr. Foss had disposed of his last brush he found himself at the town of Wooster, Ohio. By this time the brush business as a means of livelihood strongly appealed to him, so he invested his small capital in an additional stock of raw material, and established a workshop in a small room at Wooster, where another supply of brushes was made and sold as before.

This procedure was repeated several times, until Mr. Foss' increased sales enabled him to purchase a horse and cart. Thus equipped he traveled over the surrounding country and sold brushes. Soon his business had so grown that it was impossible for him to do it justice and act as brushmaker and salesman at the same time. Then the little workshop was enlarged and a man employed to make the brushes while Mr. Foss sold them. A sign placed over the workroom read: ''Wooster Brush Works, Manufacturers of High Grade Brushes.''

Second and Third Generations Enter

Business improved. The factory was moved to larger quarters again and again, and its organization correspondingly expanded to meet the demand made on it. In 1871, Adam Foss made his son, Walter D. Foss, a partner in the business, and a little later, his son-in-law, George J. Swartz. These two men had ability, the results of which were quickly apparent.

About 1895 the elder Foss retired from active participation in the business, but continued to maintain his keen interest in it. A few years later Walter D. Foss purchased Mr. Schwartz' interest in the business, and at about the same time admitted two of his sons, O. H. and D. J. Foss, to partnership.

In 1909 the Wooster Brush Works built a large plant and at the same time the firm was incorporated as the Wooster Brush Co. Practically all the ma-



DON J. FOSS

The General Manager's copyrighted brush history letters are profitably read by brush salesmen everywhere.



CLIFF P. FOSS

The Sales Manager's knowledge of the wholesaler's point of view keeps customers ''from ten to forty years.''



WALTER R. FOSS

The Research Director and Advertising Manager had a large share in the development of the Foss-set brush.

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chinery used by the Wooster Brush Co. is designed and built in its own plant by its own engineers and mechanics. A good number of workers have been in the constant employ of the company for over twenty years, a few over thirty years and two over fifty years. A large number of the employes are stockholders.

The Wooster Brush Co. is now under the management of Walter D. Foss and his four sons. So, since 1851, when Adam Foss, with his small workroom, horse and cart established this concern, it has had the constant attention of the Foss family, which is a source of much value to their customers and of considerable pride to themselves.

Brushes Greatest Paint Money-Maker

The company has produced literature and made investigations to prove that, while brushes require about one-eighth the investment in Save-the-Surface material, and take but one-seventh of the space occupied by a complete paint stock, the profit on brushes is more than three-quarters of the entire department's profit.

Wooster brushes have faced the test of service without a waver. Merchants who have handled the line, some of them through three generations of the Foss family, are more loyal and enthusiastic as the years pass by. Many a master painter is using Foss-set, Ohio and Shasta brushes with perfect satisfaction after eight or ten years' continuous usage.

H. A. Thorn succeeded M. A. Markel at Clearwater, Kan.

W. D. Hall recently established a hardware store at El Cajon.

A. H. Gates recently purchased the hardware business of J. A. Crumbaker at Garfield.

Marlow & Jenkins & Roy Hayes of Jamesport, Mo., are the successors to Jamesport Hardware Co.

Dice Morrow recently bought the interest of Ed. Shackelton in the Esbon Hardware Co. at Esbon, Kan.

Beasley & Miller of Pittsburgh, Kan., report a very satisfactory season's trade and plan to increase their facilities.

The Hallowell Hardware Co. at Susanville, have leased new quarters to give them facilities for carrying increased stock. The Lassen Electric Co. are occupying the quarters formerly used by the Hallowell Hardware Co.

"So yer brother Mike's got a job as night watchman. He'll save money." "Phwy so?" asked the Kansas City officer at Riley's hardware store. "Shure, he can shlape all day an' save his board and work all night an' save his lodgin'."

POPULAR WITH ENTIRE FORCE

The HARDWARE WORLD has a vast amount of reading matter that is worth the time of anyone, whether he is engaged in the hardware business or not. As a matter of fact, we have had stenographers in our office that pay as much attention and read the HARDWARE WORLD as closely as they do the fashion plates in their own magazines, and that is saying a great deal—and they can't help but absorb information that makes them better employes.

CONSOLIDATED WAGON & MACH. CO.
Idaho. James W. Williams.

HOLLEY-MASON'S $100,000 FIRE

Fire, which broke out suddenly and inexplicable on the sixth floor of the Holley-Mason Hardware Co. warehouse, destroyed stock valued at $100,000, with an additional damage of $25,000 to the building. All is covered by insurance, and through the co-operation of other jobbers as well as the manufacturers, coupled with the enterprise and capacity of the company's organization, all is reported in working order again.

The fire broke out in the re-inforced concrete building about 8:30 in the evening, shortly after the watchman had made his rounds. It is the theory that spontaneous combustion occurred in some painting materials being used in connection with the painting of the exterior of the building.

The city's firemen had serious difficulty reaching the fire, on account of its intense heat, and finally 17 leads of fire hose ran four or five hours before the fire was finally out.

LAMP SHORTAGE THREATENED

Building activity throughout the West, coupled with the policy which merchants and jobbers have been prone to follow in ordering all goods in small quantities, threatens a lamp shortage in November and December, according to A. T. Lloyd, Western representative of the Nitrogon Electric Co.

This company, in common with others, is attempting to keep up the jobbers' stocks with carload shipments, but the threatened partial paralysis and preferential shipments on railroad lines may make it increasingly difficult to keep the supply up to the demand.

F. Acherman at Shedd has moved his stock to a new location.

George W. Tibbetts recently sold his business to Messick & Kirkpatrick at Colusa.

Stuart-O'Byrne Hardware Co. of Los Angeles, recently increased their capital stock to $20,000.

Scorsur & Wraight recently suffered a loss by fire at Orosi, which we understand was covered by insurance.

The Eagle Point Hardware Company of Gold Hill report a very satisfactory season and a good outlook.

Walters Hardware Company have engaged in business in Hollywood at Sunset Boulevard and Sierra Bonita street.

R. M. Cain of Scio, reports a good season's business, and a splendid outlook. He has recently been increasing his stock.

Walter W. Myers, of Albion, Ill., who succeeded Charles L. Boyles in the hardware and implement business reports a very good season's trade.

The La Puente Valley Hardware Company, of which J. W. Hudson is proprietor, recently engaged in business at Puente, handling a full line of hardware, house furnishings and sporting goods.

It's easy to grin when the cash rolls in
And your life is a cloudless day;
It's easy to prance in the costliest dance
If the Fiddler's received his pay;
It's easy to sing till the rafters ring
If joy is the Heart of the Song;
But—Give me the fellow that doesn't show yellow
When everything's gone dead wrong!

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Athletic Goods Through Hardware Trade

Richard Jackson, Jr., and His Organization Find Their Livest Outlets Through Enterprising Hardware Merchants, Helping Them Sell Uniforms, Games Supplies, Fishing Tackle and Athletic Shoes.

BURNS chose to write a nation's songs while others were writing the laws. While a great industry is engaged in dressing the nation for work, the Rawlins Manufacturing Co. of St. Louis has chosen to dress the nation for play, and along this line "gets more than its share."

been one of the company's most successful dealers and who knew the line as well as all angles of "the game." He had grown up in that section, was an enthusiastic sportsman himself, and had entered the trade as a member of the Spalding organization in Detroit for a number of years.



RICHARD JACKSON, JR.



TAD POWELL



JAMES B. DICK

The three-star personnel of the Richard Jackson Co., in representing such manufacturers as the Rawlins Mfg. Co., the Brooks Shoe Co. and William Mills & Son.

Their Bill Doak glove is used by probably 60% of the players in the major leagues and accepted by baseball everywhere as a national institution. In the same class is the Sisler mit, and Rawlins suits, bags, leather and fabric products in the sporting goods line maintain the same standard. So rapid has been the increase in demand for Rawlins goods that the area and capacity of the factory has been enlarged every year. This year 60,000 square feet are being added to the floor space.

A new item this year that is attracting wide interest is the Three-in-One football shoe, which carries a light steel frame in the sole, to which are riveted plates threaded to take a screw. The ordinary leather-tacked cleats are thus replaced by conical cleats which screw into the holes. Three sets are supplied with each shoe, short ones for a hard field, longer for turf, and longest for mud. It is said that one of the secrets of the victory of Center College last New Year's day was the fact that these cone cleats solved the difficulties on a muddy field.

Richard Jackson, Jr., Sent West

A few years back the Rawlins Company noticed that a large share of its business was with that part of the country surrounding the plant, or to the eastward. A growing section in the West, one in which sporting goods, outdoor and athletic equipment were in continuous demand, had never been covered by representatives of the company.

Up in Detroit was Richard Jackson, Jr., who had

Before the days of Judge Landis' functioning, Mr. Jackson had been baseball arbiter for his section, and as president of the Southern Michigan League and an international league with teams from the Canadian side, he had a wide and favorable acquaintance with players, managers, newspaper men and followers of the sport even beyond his own provinces.

It was proposed to Richard Jackson, Jr., that he take the Rawlins line in his trunk, pack up his household goods and move out West for good — his own, Rawlins' and the West's. Mrs. Jackson has always been his business associate as well as his play companion and partner and, although there were drawbacks at leaving firm friendships, the spirit of adventure and conquest in them prevailed.

In the few years since, Rawlins equipment has been very decidedly "placed on the Western map." Schools and colleges have adopted Rawlins uniforms for their football and basball teams; the league baseball clubs, many of them, "follow suit"; country clubs, athletic organizations, sportsmen and athletes in all sections have met and welcomed Rawlins goods.

All Sales Handled Through Dealers

How has it been done? Mr. Jackson's three P's: Policy, Personality and Perseverance. All sales have been made through dealers and in their behalf. When a dealer tells him there is no trade, he goes out and proceeds to equip the high school with new suits, which $1800 order is turned over to his dealer. By establish-

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ing agencies and dealers, and by getting accounts for them, he is building strong for the future, for he is showing his own customers where business is to be had and how.

His easy, pleasant, frank manner is a trade builder and a begettor of confidence. They made him receiver for a bankrupt sporting goods retail store in the South last February, and by continuing the business and directing the operation, all the debts have been paid and there is now a surplus of $11,000. The Logan Hardware Co. at Logan, Utah, is an example of an enterprising Rawlins booster. Starting with a few miscellaneous outfits, a trade on the whole line running between $35,000 and $50,000 a year has been developed by Live-wire Bill Sloan, the proprietor.

Up at Seattle the Monette Hardware Co. started a sporting goods department at his behest with an initial order of $1500. That was only a few years ago, and the last order handled for this firm ran about $10,000. That's the way Mr. Jackson has made it go all along the line.

Dick Jackson Apparatus Added

Not only as sales representative but as designer has Mr. Jackson added to the prowess of the Rawlins line. The Dick Jackson football pad is now used by a majority of the college teams throughout the West and is strictly standard. Of later origin is the Jackson basket-ball goal indicator, which rings a bell whenever the ball passes through the hoop net.

Tod Powell Enters Organization

Increased trade and popularity has brought increased demands upon Mr. Jackson's time, and the West is a big field to cover. So a reciprocal agreement was entered into with Tod Powell, widely known Western sportsman, fisherman, hunter, artist and sporting goods merchant. Mr. Powell handles the Rawlins line in the northern section of the territory, while Mr. Jackson will take hold of the fishing tackle line of William Mills & Son, New York, on which Mr. Powell is an expert and enthusiastic consumer as well as Western sales representative.

Mr. Powell's pursuit of his vocation and his several absorbing avocations would provide material for several editions of our publiications, not to mention many evenings by the fireside and several corking moving picture scenarios. Just as a suggestion, few men in the trade have been the intimate companions of literati like James Whitcomb Riley, Meredith Nicholson, Booth Tarkington, George Ade and Charles Warren Stoddard; fellow craftsmen with such artists and cartoonists as George Barr McCutcheon and Sidney Smith; hunter of big game with both fire arms and camera along the Rocky Mountains from New Mexico to the Canadian border; elected to honorary membership in a tribe of American Indians after over a year's residence with them, and still appealed to as counsellor by Chief Buckskin Charley; not to mention consistent connection with the sporting goods business at such typically Western centers as Denver, El Paso, Colorado Springs and San Francisco.

The fact that Tod Powell's home was originally in Indianapolis explains his association with the Hoosier group of writers and artists, whom he met during his college days and also on the Indianapolis News, where he was sporting cartoonist and editor. Jumping to Denver as a journalist, he was stricken with fever, and to regain his health took a horse and a pack animal and spent over a year hundreds of miles from the nearest mail box. Here it was that he became the first-rate sportsman and enthusiast that he is.

Mills Tackle and Lecnard Rods

William Mills & Son are celebrating their hundredth anniversary this year, for T. & J. Bate founded the company in 1822. They are sole agents for H. L. Leonard split bamboo rods, but the line includes fishing tackle of all descriptions, including the highest grade of goods as well as "medium priced goods at popular prices."

The new catalog is Number 122, and its 160 pages completely describe the interesting line, as well as publishing Advice to Young Anglers by Henry Guy Carleton. The cover reproduces in colors fly and bottom fishing of a hundred years ago, which gives us pride in the progress we have since made in the choice of "location."

James B. Dick and Brooks Shoes

With the addition of Brooks athletic shoes to the lines which Mr. Jackson's organization handles in the West, further personal attention was necessary, so the services of James B. Dick were secured, to devote his patricular attention to shoes, yet not unmindful of athletic uniforms and equipment or fishing tackle.

Mr. Dick is also a thoroughly trained salesman, has had general sporting goods experience throughout the West, and his membership rounds out the organization.

E. C. House has engaged in the hardware business at Cambridge, Neb.

The McLin Hardware Co. at Astoria, are installing a stock of radio equipment.

Fred Faulkner recently opened a new store at 1329 Huntington Drive, South Pasadena.

Fred. W. Kroeger has sold his implement stock at Saco, Mont., to the Saco Supply Co.

Ellis J. Levy Co. have moved their stock into the new quarters in the Hoohheimer Bldg., Willows.

Cross & White have sold their hardware stock at Halsey to Hill & Co. who were formerly in business at Shedd.

W. D. Tobias & Son of Porterville, engaged in the grocery and hardware business have recently been increasing their stock.

Ginglefinger & Deyo, who purchased the business of Davey Brothers at Anacortes, sometime ago, have been increasing their stock.

George Burch at San Gabriel, is adding to his hardware stock. He is erecting a new building to take care of increasing trade.

Horace W. Green & Sons Hardware Co. have taken a lease on a new building at 548 Pine Avenue, Long Beach, and are doubling their stock.

Hoffman Hardware Co. of Los Angeles are building a four-story warehouse to give needed facilities for their increasing jobbing business.

Elmo Hough, who has been associated with the Corona Hardware Co. at Corona, has assumed the management and plans to add material to their stock.

N. H. Sherwood and Max Hayden have bought the Peterson Hardware Co. at Toledo, Ore. The new firm will be known as the Sherwood & Hayden Hardware Co.

ACCUSTOMED TO IT

"How's this?" asked the lawyer. "You've named six bankers in your will to be pallbearers. Of course, it's all right, but wouldn't you rather choose some friends with whom you are on better terms?"

"No, Judge, that's all right," said the Texas dealer. Those fellows have carried me for so long they might as well finish the job."

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Milton Pray Company Expands

WITH two new live-wire associates who will both be right bowers, Milton Pray has recognized the revival in business and the general demand by providing extended and more energetic service to the Western trade in behalf of the manufacturers for whose goods he is Western sales representative.



MILTON PRAY



A. J. STARLING



H. I. SCHULTZ

The eight years of existence of the Milton Pray Company has proved both to its customers and to the strong manufacturers they represent, that there is no more aggressive or progressive sales organization in the West, handling such lines as steel sheets, bars, zinc, tin plate, track and ship spikes, bolts, nuts, wrought washers and other staples, including also a number of marine supply lines.

The two new members of the organization are both well known to hardware men throughout the West, both for their former connections and for their personal force and energy.

A. J. Starling has had many years' training in the hardware business and is in the prime of his career at the present time.

He was trained in the organization of the Schaw-Batcher Co. for 23 years, where he thoroughly learned the stock and purchasing end of the hardware business. For several years he was in charge of the buying office of the company, and the last five years has directed purchases for Meese & Gottfried Co., so he is thoroughly trained as a hardware man, and from the point of view of the buyer. Sympathy with the other fellow's point of view is invaluable to the sales representative, for he calls on some of the most careful and best informed buyers in the trade.

In charge of the office at Los Angeles, in the Washington bldg., is H. I. Schultze, who has been associated with the C. J. Hendry Co. in the purchasing and sales departments and is both a live wire and a fine fellow. He learned hardware in his initial years with Baker & Hamilton and his brother is a prominent steel man—nuf sed.

Mr. Pray himself needs no introduction to the trade, for he has been one of the leading figures in the Western hardware field almost since he entered it thirty years ago as a boy. A leader must have his heart in the game as well as his eyes on the goal, and we find that Mr. Pray set his mind on the hardware business when he was just a youngster and had a relative who conducted a retail hardware store. Here he learned to love the stock and the business and firmly resolved this was what he would get into when he had grown up.

Later, in school, he used to go with one of his classmates out to visit the latter's father, an executive of the great shipbuilding plant of the Union Iron Works, where battleships and merchant vessels were being built and repaired. Here he gained a love for steel and structural materials. He decided that here also were possibilities and that would be his department of the hardware line.

Putting resolution into practice, he began with Miller, Sloss & Scott shortly after their start, and so was a witness to the purchase of the Huntington Hopkins Co., Hawley Bros. Hardware Co. and the Geo. W. Gibbs Co., to form the Pacific Hardware & Steel Co.

After his apprenticeship in the stock and as traveling representative throughout the West, he became a department manager, an executive and a member of the company, and at various times was sales manager, secretary, director and manager of the Southern branch.

After 22 years' thorough training and apprenticeship, he entered the field as a manufacturer's agent in 1914. Because of his wide acquaintance, the hearty respect he commanded, his reputation among both his former jobbing competitors and the Eastern manufacturers in steel products and hardware, he secured and has always represented strong, standard mills and manufacturers.

The following brief summary of some of the Milton Pray lines speaks for itself and is eloquent testimony of the ranking of the Milton Pray Company in the Western hardware field:

Trumbull Steel Company, Warren, O., sheets and tin plate; Union Drawn Steel Company, Beaver Falls, Pa., cold drawn bars; The Townsend Company, New Brighton, Pa., structural, boiler and small rivets; The Kirk-Latty Mfg. Company, Cleveland, O., bolts, nuts, juvenile vehicles; Bridgeport Screw Company, Bridgeport, Conn., wood screws, wire; W. Ames & Company, Jersey City, railroad and ship spikes; American Zinc Products Co., Greencastle, Ind., zinc sheets, boiler plates, corrugated zinc roofing; The Fairbanks Co., N. Y. City, valves, warehouse trucks, wheelbarrows, road scrapers; The Thomas Laughlin Company, Portland, Me., marine hardware; De Grauw, Aymar & Company, New York City, Crown boat oars, cotton duck.

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GENE REYNOLDS' DISTEEL WHEELS

It is not to be inferred from this that the above-mentioned Gene H. Reynolds, Jr., is in any way the owner or possessor of the Disteel wheels or of the Detroit Pressed Steel Co., which makes them by the thousand sets.



GENE H. REYNOLDS, JR.

Sales representative of the Detroit Pressed Steel Co. and chief national roller of Disteel wheels. Mr. Reynolds is a Detroit boy who started in the shops, learned the service end, got outside and has become a successful and popular sales representative. He pioneered the A. C. spark plug for Albert Champion and since his service during the war has made a proud record for himself and his present connection.

There is a good deal in the association of ideas, and so we couple up Mr. Reynolds and Disteel just as they are coupled all over the country, in the automotive equipment departments of not a few of the largest hardware jobbing firms. Their friends will expect to see them together on our page.

In the long campaign of education and pioneering introducing the solid wheel principle, the Disteel Wheel Corporation necessarily took the business as it came and were glad to make friends and sales everywhere. About the first of the year our friend Mr. Reynolds proposed that the line be placed in the hands of the jobbing trade, and his associates promptly told him he was "it," since he had started the game.

Taking the dare, Mr. Reynolds has in the last seven months placed 167 new accounts for Disteel wheels, some of them with the largest wholesalers in the business, such institutions as: Kelly-How-Thomson Co.; Simmons Hardware Co.; Geller, Ward & Hasner; Minneapolis Iron Store Co.; Paxton & Gallagher; Beck & Corbitt Iron Co.; Sieg Iron Co.; Richards & Conover Hardware Co.; Faeth Iron Co.; Van Camp Hardware Co; W. J. Holliday & Co.

The Disteel Wheel Corporation claims to have been the original manufacturer of solid steel wheels in the United States and holds important patents. In seven years the wheels have been popularized until many automobile manufacturers have practically standardized on them, such makes as Hupmobile, Columbia, Haynes, Moon, Cole, Dort, Yellow Cab, Jordan and Apperson using Disteel wheels exclusively.

Illustrative of how the automotive industry has awakened this year, and how the new Disteel policy has proved wise, of the company's smallest size which is the popular number through the jobbers, the average number of sets sold each month this year so far has been nearly 50% larger than the number for the entire year of 1921.

In the far West the interests of the company are handled through representatives as follows (each supplied with full stocks and service facilities): McAlpine & Schreiner, Seattle and Portland; Pike & Smith, San Francisco; Joe Bushey, Los Angeles.

UNION CLOSES LARGE CONTRACT

The Union Hardware & Metal Company announces that they have just closed a contract with Architects Schultze & Weaver, of New York, to furnish the finishing hardware for the new six-million-dollar Biltmore Hotel, being erected and planned to be one of the largest and finest hotels in the West.

The Corbin factory will especially design and manufacture the builders' hardware for this building. The order is both a tribute to their line and to the progressiveness of the jobbers who secured this order. The hotel will contain a thousand rooms.

This is the third large Western building the Union Hardware & Metal Co. has recently supplied with Corbin hardware, the other two being the Pacific Mutual Life Insurance building, and the Central Business Properties.

HE KNEW HIS BUSINESS

A colored doctor in Mississippi complained to one of the HARDWARE WORLD subscribers who handles a line of general merchandise, that a ham he had bought a few days before was not good.

"The ham is all right," said the storekeeper.

"No, it ain't, boss. It's sure bad."

"It can't be bad; it was only cured last week."

"Maybe, boss, it done had a relapse."

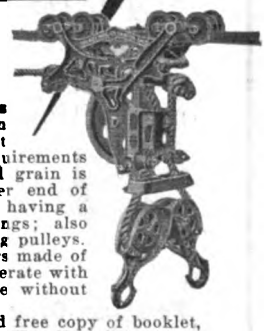
The Young Hardware Co., of Napa, are erecting a new building to give them added facilities for an increasing trade.

Southside Grocery, of Porterville, recently moved into a new location and are planning to add a stock of hardware.

S. Hill & Son are erecting a new building at Santa Ana, to give them needed facilities for their increasing business. The new structure will cost approximately $50,000. They are a pioneer firm who believe in keeping in pace with the growth of their community, or keeping a little bit ahead of it.

NEY

Ney's No. 160 One-Way Carrier Uses Flexible Steel Cable



Ney's No. 160 One-Way Carrier is the largest selling Combination Sling and Fork Carrier made. It has been designed to fulfill the requirements of the country where the hay and grain is elevated into the mow from either end of the barn. It is the only Carrier having a right angle lift that is free of springs; also allowing a direct draft of the lifting pulleys. Built for heavy work. Locking dogs made of brass and especially designed to operate with ⅜ or ½ inch flexible steel cable without injury to cable wires.

Write for Catalog No. 25 and free copy of booklet, "Ney's 7 Ways to Bigger Hay Tool Sales."

THE NEY MANUFACTURING CO.

Minneapolis, Minn. Established 1879 Canton, Ohio Council Bluffs, Iowa.

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P. J. ANDERSON, SOUND HARDWEARER

If every member of the hardware trade could have the fine things said about him by his friends that are said about P. J. Anderson, new representative of John T. Rowntree, Inc., at Seattle, we believe every man in the business could rest on his reputation. In fact, any man who is so heartily boosted is sure to be a strong booster himself, for it is an infallible rule of nature that the harvest returns to the sower.

The fact that Mr. and Mrs. Anderson, Sr., named their son Pearley testifies to the fact that they appreciated from the start his invaluable qualities and that he would open the eyes of many a cautious and discriminating buyer, getting them "out of their shells."

He was trained on "Sound" principles, for Mr. Anderson received his baptism in the hardware field in the retail business, which is an advantage to any member of the trade, since it is behind the counter that the rules of the game are made and played. Young Mr. Anderson was a rustler from the start, and the urge of bigger worlds to conquer drew him out and up to the rank of purchasing agent for one of the large shipyards and industrial plants, in the vicinity of his home, where he had invaluable experience along the hardware, structural and steel lines.

His next calling was to the Pacific Net and Twine Company, perhaps the largest marine hardware house in the West, where he was a popular and successful director of purchases.

When the Rowntree Corporation was looking for a live, wide awake, "up and doing" hardware man to take over the management of their Northwestern office, P. J. Anderson was the selection, and in the few months of his incumbency he has proved the wisdom of this choice.

It is an interesting commentary on Mr. Anderson's enthusiasm and "creative evolution" that, after his few months as sales representative, he tells us "I am much pleased with my new work and have made the statement to numerous friends that I would never again be a "P. A."

Lamar Hardware & Furniture Co. is a new enterprise in Lamar, Mo.

J. L. Parker, Beaumont, recently succeeded Bovll Bros. in the hardware business.

Economy Hardware Store, W. J. Maguire, proprietor, recently opened in Hollywood.

Do You Sell Hack Saw Blades That Do Not Break or Shell Teeth?

THOSE are the two important features about Blades. They are the two things which will make users say you sell first-class hack saws. They are the two chief features around which the whole success of SIMONDS HARD EDGE Hack Saw Blades for hand use has been built. It has n't increased the cost of the blades to put this wonderful steel quality in them, but it has increased their attractiveness as a selling proposition for any Dealer — Read our offer on next page.

Simonds Manufacturing Company

Portland, Oregon
San Francisco, Calif.

"The Saw Makers"

Seattle, Wash.
Vancouver, B. C.

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E. G. STEPHENS OF WICKWIRE SPENCER

Although E. G. Stephens has been newly appointed Western sales manager of the Wickwire Spencer Steel Corporation, he is no new man on the job. For ten years he has been right hand man to his father, the late Alfred Stephens, who for many years had charge of the company in the West.

It is a pleasant circumstance in business when a father can be succeeded by his son, for whom he has prepared the way and whom he has trained and educated in the ways and habits of the trade.

Mr. Stephens, Jr., has already proved himself worthy of the confidence which has been reposed in him, and buyers throughout the West take satisfaction in dealing with Mr. Stephens and continuing with the Wickwire company.

The Western branch of the company has engaged in rapid expansion and in recent months an office has been instituted at Los Angeles in the Citizens Bank building. Arrangements have also been made for enlarged warehouse facilities at San Francisco when the company occupies its own building, which will be specially constructed for the purpose.

The Western division of the Spencer Wickwire Corporation has also taken over the distribution of Clinton electrically welded fabrics with the retirement of the L. A. Norrs Company recently. The Wickwire Corporation are manufacturers of wire fabrics, wire lath, welded sheeting and wire specialties of all kinds. The change has been mutually agreed upon after 20 years of most intimate and harmonious relations possible and is made for what is believed to be the best for both companies concerned.

Henry G. Larsen will continue in charge of the structural products department, assisted by Harvey W. Hincks in the Southwest.

Northland Ski Manufacturing Co. Northland Ski St. Paul, Minn. U.S.A.

World's Largest Ski Manufacturers

Big Sales—More Profits With

Northland Skis

Skilled workmanship, correct design and the finest ash, maple and hickory obtainable, make the long wearing, swift running Northland Ski—A Sales Winner. Be prepared for the enormous demand this winter. Mail your order today. Send for our catalog of skis, snowshoes, toboggans and accessories.

NORTHLAND SKI MFG. CO., 26 Merriam Park, St. Paul, Minn.

That is the Kind Most Economical for Your Customers and Most Profitable for Yourself

THESE Blades are made in 8, 9, 10 and 12-in. lengths, 14, 18, 24 and 32 teeth per inch. A "silent salesman" stock cabinet to set on your counter, bright colored, attractive design, holds four gross assorted blades and helps you sell them by its uniqueness. One of these given free with an order for four gross of blades to be billed at regular Dealer's discounts. This involves such a small amount only, that you ought to order today and get in line for Hack Saw Blade profit.

This picture of the free cabinet does n't do it justice. You ought to see the real thing.



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E. B. BRITTAIN WITH ROWNTREE

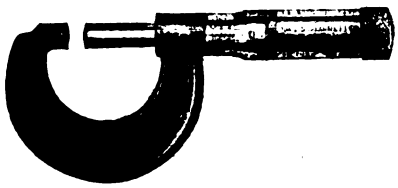
Ernest B. Brittain has recently become associated with the John T. Rowntree, Inc., organization, and will be connected with the San Francisco office in congenial fellowship with Manager Harry Brown.

Mr. Brittain is one of those perpetually young fellows who has crowded nearly a quarter of a century's experience in the hardware business into his life without showing the effect of ten years on his appearance. For fifteen years he was with the Pacific Hardware & Steel Co. in the sales department, particularly connected with mill supplies, machinery and heavy hardware lines. With the withdrawal of that company from the field, he joined Marshall-Wells for two years, and then went with the Milton Pray Co., for which organization he has traveled throughout the West with distinction and credit to himself and Mr. Pray.

"Ernie" Brittain's friends may not know that it was a hockey stick that "batted" him into the hardware business and into the West.

He grew up as a boy in Toronto, Canada, and first worked in a large plumbing and fittings factory there. In his free hours he was quite a hockey player, and at that pastime came to know the son of Thomas Dunn, pioneer British Columbia hardware merchant. Young Dunn was receiving his education in a college near Toronto. Through the pleading of this boy and an opportunity which later presented itself, he eagerly went West. Through the friendship of the Dunn family and the associations which came through it, he entered the hardware business and has stuck and made good.

NEW STARRETT MICROMETER



The L. S. Starrett Company has brought out a new micrometer, offered as an "excellent tool at a low price": $6.25 without and $6.75 with ratchet stop. This one-inch micrometer caliper, No. 435, has a black enameled, drop-forged, rigid construction frame. Decimal equivalents are marked on the thimble. As the screw is .312" in diameter and the contact points .270", there is an unusually large wearing surface, which should insure long life.



ADDITIONAL REMINGTON CUTLERS

Recent additions to the sales force of the Remington Arms Company, Inc., cutlery division, include Charles Wolfers and Frank E. Murphy, who have been appointed special representatives, and will confine their activities to cutlery.

Mr. Wolfers will cover the New England and the North Atlantic states with headquarters in New York City. He comes to Remington with an experience of fifteen years in the cutlery business.

Mr. Murphy's headquarters are in Minneapolis, from which point he will cover the Northwest. He has had an extensive selling experience, and for the past three years was associated with Marshall-Wells as a special cutlery and silverware salesman.

ENTERPRISING IOWAN ON TOUR

A welcome visitor at our office during the last month was John N. Kucera, one of the enterprising hardware, heating and sheet metal merchants of Cedar Rapids, Iowa.

Mr. Kucera has been a member of the trade at Cedar Rapids for the last 25 years and, as a reward of his square dealing, his friendship and his fellowship with his employes, he was able to leave his business this summer for a general tour throughout the West. In his automobile he followed the Apache Trail clear through to San Diego, followed up the Pacific Coast as far as Seattle, and returned by way of the northern route.

Mr. Kucera tells us that he received a warm hand shake and hearty greetings from hardware men everywhere and that the only difference he noticed in the far West was that there were not so many merchants in the business.

"RED DEVIL" HACK SAW DISPLAY BOARD

There are many advantages found in displaying a line of tools on an easel board. It is a great help to the dealer in showing a customer a particular tool or several similar tools without climbing up to the shelf or reaching under the counters. It enables the dealer to have a complete stock of tools without overstocking himself.

The new "Red Devil" Easel Board shows an attractive display of four sizes of "Red Devil" hack saw blades, 8, 9, 10 and 12 inch lengths, and an adjustable hack saw frame to take blades of any of these sizes.

The tools are neatly and firmly held in place by metal clips. Price tags accompany the tools, and the resale prices are plainly indicated.

Board is of oak, of three ply veneer. Size of board, 12x16 inches. A metal easel back on the board makes it convenient to show the board in an upright position. The manufacturers are Smith & Hemenway Company, Inc., Irvington, N. J.

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WHITLOCK PRIZE DISPLAY CONTEST

A prize display contest open to any hardware dealer in the United States, in which cash prizes of $700 will be offered, has been announced by the Whitlock Cordage Company.

The first prize will be $250, and there will be two second prizes of $100 each, three third prizes of $50 each and five prizes of $15 each.

The only condition is that merchants should inaugurate a "Wash Day Week," install a Whitlock Wash-Day Window Display in which Whitlock display material is used, although other display material furnished by other manufacturers or wash-day appliances or any additional material, may be used.

A photograph showing the window display with the name and address of the dealer should be written on the back of the photograph or snapshot. Winners will be judged on the basis of the effectiveness of the window display and the original ideas and methods of using the display material and the arrangement of the windows.

All photographs should be in the hands of the Advertising Manager of the Whitlock Cordage Company by January 1st, next.

Jobber's Salesman Will Co-operate

To the jobber's salesman who handles the dealer, winning a prize, an award will be given equal of one-half of whatever prize is won by the dealer.

Dealers who co-operate with the Whitlock Cordage Co. are sure to be amply repaid. They will be glad to furnish cut-outs, advertising, circular letters, and all the help necessary, and offer suggestions with reference to window displays.

Increased Sales Will Result

There is no doubt but what increased sales can be developed on Manila clothes line. Whitlock Manila clothes line contains 100% Manila fiber, and is not loaded with any sort of a filler that will run out or soil clothes or weaken the strength of the line. It is well known that Manila hemp is the strongest and most durable fiber known, therefore a clothes line made of Manila will stand up under the most severe conditions of work and weather.

Manila hemp rope is the kind that is used on ship board, where only Manila can stand the severe weather and continual strain. Dirt and bugs will not penetrate the fibers or cling to the rope. Jute, cotton, istle, sisal, paper are all used for clothes line, but Manila hemp in every test, proves to be best suited for all around purposes.

The Whitlock Cordage Co. will be glad to give further information to any of our readers upon request.

WEED TIRE CHAIN REDUCED

The American Chain Company, Inc., has made a 10% reduction in prices on their regular Weed tire chains, effective July 1st. In 1920 the prices of Weed tire chains were reduced to pre-war level, and the present reduction makes the prices the lowest at which Weed chains have ever been sold.

They are planning to put on the market a new Weed chain, called the Weed De Luxe, which they claim has four big talking points and three notable improvements over any tire chain heretofore made. They claim that the reinforcing links on the cross chains prevent breaking from excessive strains, and give more than double the mileage. Twin-Loc side chain stands excessive strains from any angle. Lever locking connecting hook remains locked under all conditions.

The Weed De Luxe costs customers no more than they formerly paid for the Weed chain (regular).

The complete line embraces the Rid-o-skid for those who think only of first cost; the Weed, for those who like to buy the kind they have always used; the Weed De Luxe for those who want the best.

KEMP PARTNER IN EVANSVILLE TOOLS

Irving S. Kemp, for the last ten years sales manager of the Vaughan & Bushnell Manufacturing Co., has resigned to become vice president and take a substantial interest in the Evansville Tool Works. He is already busy in his new duties and responsibilities.

Mr. Kemp is one of the nation's leading tool men, with a wide acquaintance and experience. Since the day he made his first connection with the Buffalo Forge Co. to cover the territory from Maine to New Orleans, he has had unusual opportunities to know both production and distribution conditions and factors. His personal contact with and visits to the trade, both small and large, in every section of the country, have proved invaluable to him in handling the sales of such an institution as that of Vaughan & Bushnell. Previous to his present connection, he was associated with D. F. Kemp for a number of years, representing leading hardware manufacturers throughout the Middle West.

In every change that he has made, Mr. Kemp has carried with him the friendship of his associates, and the present change is no exception. He takes up his new work in the heartiest spirit and will continue to work along constructive lines. President Frank Lohoff and the Evansville Tool Co. is to be heartily congratulated in securing Mr. Kemp as a co-worker.

SANFORD BROS. HAVE WILLIAMS WRENCHES

J. H. Williams & Company, "The Wrench People," of Brooklyn, New York, announce that Sanford Bros. will be their sales representatives for the Western portion of the United States, just as the same organization sells the Williams line in the South, out of their office at Chattanooga, Tennessee.

When a line is so complete and standard as the Williams line, it is difficult to mention features, but particularly in the West the drop-forged pipe-fitter's tools are a most important item.

Williams wrenches are said to be as standard in the oil fields as sugar in a grocery store. Sanford Bros. are putting their characteristic aggressiveness and strict policy of distribution through the jobbers into effect in connection with the Williams line.

J. H. Collins, Western manager of Sanford Bros., is in charge of the Williams tools, in connection with the other lines handled by the company. In this case, his right hand man is H. W. Menzener, special representative of J. H. Williams & Company, who had been trained at the factory and who also has considerable experience in Western territory. He will be the field, educational and missionary man for the lines.

In the Northwest, M. M. Harris will naturally handle the Williams line, and out of the Denver office E. F. Oman is representative.

E. C. Dale is adding a hardware line to his stock at Maricopa.

Paul Hope, recently engaged in the hardware business at Hastings, Neb.

J. A. Alton, succeeded Roy Lytle in the hardware business at Little Sioux, Iowa.

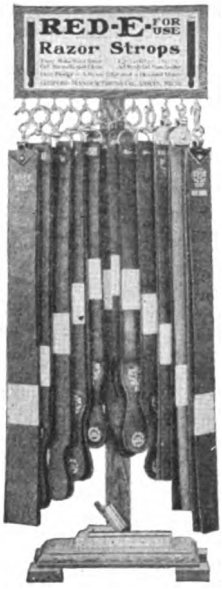
W. D. Perkins is installing a stock of hardware, paints, etc., at 357 Santa Monica Boulevard, Sawtelle.

Keystone Hdwe. company is a new enterprise at 1825 West Main St., Alhambra, handling a full line of paints, hardware, house furnishings, and sporting goods.

"Where My Mother-in-Law Trades" is the name of a new hardware store recently opened on Asylum Avenue, Racine, Wis.

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SOMETHING NEW IN RAZOR STROP SELLING



A new departure in the sale and display of razor strops has recently been brought out by the Gibford Manufacturing Co., of Adrian, Michigan, in the sale of their RED-E-for-Use strops.

In place of pushing individual numbers of a large and varied line, they have made up a 1½ dozen assortment of their best selling numbers and through trade papers and circulars they are featuring this assortment, together with an oak or mahogany display stand. This display stand is furnished free to dealers with their initial order.

An assortment contains strops for stropping all makes of razors and safety razor blades, with a special strop for Auto Strop razors. With the assortment is also included blade holders which make it easy to strop any safety blade.

The Gibford Company operates its own tannery where, by special processes, the horse hide and shell cordovan from which RED-E-for-Use strops are made is tanned expressly for use in making razor strops. This, together with special methods of finishing, they state, results in a strop entirely uniform as to both color and sharpening qualities.

One of the features of the assortment plan is that individual numbers therefrom may be re-ordered from jobbers.

This assortment costs the retailer $15 by prepaid parcel post and sells for $30.75. With the assortment is sent display stand and user literature describing the superiorities of RED-E-for-Use strops and calling attention to the display stand on the dealer's counter.

GLAZE'S NEW MEN AND LINES

Increasing business on the old lines as well as the addition of several new lines, by Alden E. Glaze & Co. has made necessary considerable expansion in the organization.

The new offices and representatives are at Los Angeles, 521 Mason building, Everett Nickerson in charge; Portland, 320 Platt building, Lloyd Smith in charge; in addition to Seattle, at 545 Henry building, with A. E. Lilly in charge.

At the San Francisco headquarters of the organization, P. J. Christensen is now assistant and sales representative with Mr. Glaze. Mr. Christensen was formerly with the Clifton Manufacturing Co. and is a trained salesman and a "rustler."

Mr. Glaze reports a particularly active movement the past two months on the camp furniture lines of the Tucker Duck & Rubber Co. and plans are already under way for an expansion of this business next season.

Among the new lines for which the Alden Glaze Co. and Lilly & Glaze are Western representatives are: The Keystone Specialties Co. of Stroudsburg, Pa., bathroom fixtures; the Worcester Steel Products Co., Worcester, Mass., taps, dies and screw plates; Hart Bros. Manufacturing Co., Chicago, racket gut; Adell Manufacturing Co., Orange, Mass., auto jacks; Cleveland Top & Specialty Co., Cleveland, and the Toledo Auto Fabrics Co., Toledo auto fabrics.

Denison & Cassels Hardware Co. who succeeded the Reardon Hardware & Implement Co. at Reardon, report a splendid outlook.

COURT SUSTAINS REMINGTON CASH REGISTER

Several months ago Remington Arms Company, Inc., began to manufacture and market cash registers, which had been designed by their own inventors and engineers.

One of the other manufacturers in this line brought suit in the District Court of the United States for the District of Wilmington, Delaware, alleging infringement of certain of their patents by the Remington machine and applying for a preliminary injunction to prevent the further manufacture of these machines in their present construction.

A hearing on this motion was held on June 28th, and Judge Hugh M. Morris, of that court, has just handed down his decision denying the motion for preliminary injunction.

STORY OF THE RED DEVIL

Smith & Hemenway Co. have recently issued a little booklet entitled "The Story of the 'Red Devil' Glass Cutter," which every merchant will find convenient for ready reference and giving much information.

Products bearing the registered trademark of the "Red Devil" have come to be recognized by buyers and users of tools as being a trademark of merit and quality.

The line of Smith & Hemenway manufacture includes nail pullers, pliers, nippers, glass cutters, electrical tools of every description, mitre boxes, hack saws, auger bits and tools such as are needed by mechanics generally and are all manufactured with the same care and skill.

Smith & Hemenway Co. will be glad to give further information to any of our readers upon request.



The Fate-Root-Heath Company, of Plymouth, Ohio, has ready for the trade the Empire Heel Plate, as unbreakable as metal and handicraft can make. The Empire is able to withstand the torture of bending, twisting, or pounding without injury. The wear is practically never ending, and the manufacturers anticipate a heavy demand. Heel plates are not a new item with this firm, as before the war they manufactured heel plates by the thousands of tons, but during the war temporarily abandoned the line because of the inability to secure the desirable grade of metal. They are making announcement in this issue.

"ELIMINATING WASTE IN BLASTING"

is the title of a very attractive illustrated booklet of some fifty or more pages, giving the experiences and the best methods of the use of explosives. This is written by N. S. Greensfelder, author of The Scientific Selection of Explosives for Coal Mining, and a number of other works of like character.

Photographs, diagrams, illustrations are used that are especially valuable, not only for operatives using explosives, but for merchants selling them.

This booklet is issued by the Hercules Powder Co., who will be glad to send copies to any of our readers upon request.

C. E. Harris of Miller, Mo., who succeeded G. F. Holmes in the hardware and implement business report a good season's trade.

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POLITICIANS "PASS THE BUCK" AGAIN

It invariably happens that when a public official or local administration finds itself in a "jam," the first means of defense is to raise a "smoke screen" by "passing the buck" and blaming some private party. Under the circumstances any corporation, manufacturer or business man is a favorite "bird of prey."

The latest unhappy victim of such an attempted barrage is the Pyrene Manufacturing Co., and we take pleasure in publishing a statement from President Bauer to right any misapprehensions that may have been created by public officials.

It is well known throughout the country that probably the greatest problem in New York is transportation and that the subway is continually in politics. Therefore when there was a recent accident in the subway, public officials quickly took advantage of the opportunity to raise a public issue and attempt to play politics as a result.

Statements went all over the country giving snap judgment and inexpert opinion as to the causes of and circumstances during this subway accident. There were certain charges regarding the Pyrene fire extinguisher and the part it played in the fire and the alleged effect it had on victims in the subway fire.

Following is President Bauer's statement:

"Pyrene extinguishers had nothing to do with the suffering and asphyxiation that were caused by fumes from burning insulation, but on the other hand, Pyrene extinguishers brought the fire under control, and their prompt use prevented what might have been a large casualty list.

"The leading fire protection engineers of the country have approved Pyrene extinguishers, which have the endorsement of the Underwriters' Laboratories, maintained by the National Board of Fire Underwriters. Pyrene is the standard equipment recommended by the National Board of Fire Underwriters for electrical fires. The Bureau of Mines in a recent bulletin approved of this extinguisher and recommended its use in mine locomotives. These facts are all a matter of public record.

"There are more than 3,000,000 Pyrene extinguishers in use, and, while in putting out thousands of fires each year, they have saved millions of dollars of property and hundreds of lives, there has never been a single death traceable to Pyrene. The Pyrene extinguisher is standard equipment in the United States Army and Navy, as well as the British Army and Navy.

"During the war the French government extensively used this extinguisher, and every airplane, submarine, battleship, destroyer and army transport on the side of the allies was supplied with this product. Ammunition dumps throughout France and England, as well as ammunition factories here and abroad were plentifully protected by this extinguisher. Many of the leading railroad systems in the United States, both steam and electric, have adopted Pyrene as standard equipment.

"The Mayor has talked a great deal about the 'criminality' of keeping Pyrene extinguishers in the subway, but has said nothing of the 'criminality' of taking away the only means of putting out a fire in the subway quickly. Pyrene extinguishers have put out hundreds of fires in the subways during the past ten years.

"If the Mayor attempts to remove Pyrene extinguishers from the subway, he alone will be responsible for jeopardizing the lives of 2,000,000 people, who daily use these lines. All experienced fire engineers know there is no substitute for Pyrene on electrical fir risks.

"The reckless statements of Mayor Hylan, issued for purely political reasons, are contrary to the opinions of experienced fire prevention experts and the record of the Pyrene extinguisher over a period of twelve years."

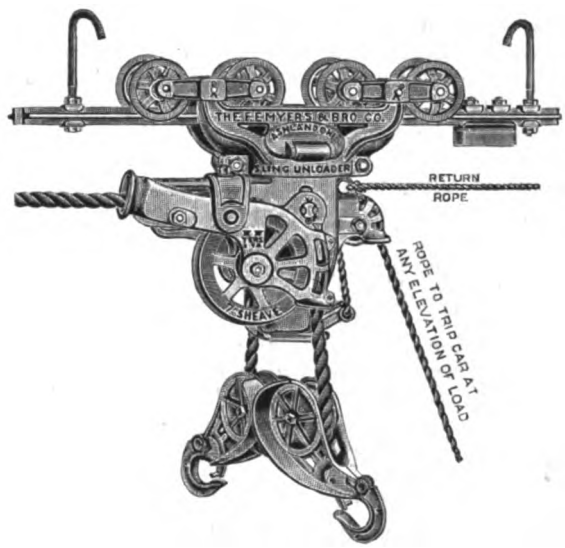
Extracts From Transit Commission Report

"The experts of the Bureau of Mines as well as our own surgeon have concluded exhaustive investigations and find that there apparently were no really serious cases resulting from the effects of possible toxic gases;

"That the symptoms given in the hospital records can all be accounted for by the known effects of gases resulting from the burning of insulating materials, rubber, varnish and paint;

"That the symptoms given are not characteristic of phosgene or carbon tetrachloride poisoning."

"The fire extinguisher used both to break the electric arc and to extinguish the resulting fire in the insulation was the carbon tetrachloride furnished by the Pyrene Manufacturing Company in its containers and known as 'Pyrene.' Seven quart bottles (sic,-extinguishers) were used altogether on the fire. One bottle (sic,-extinguisher) is regularly carried in each subway car. One bottle (sic,-extinguisher) taken from the train in question and one from the Interboro storage were accuratly tested in our laboratories. The tests show that these samples were free from deleterious ingredients often accompanying carbon tetrachloride and were well within all the requirements under the specifications of the Underwriters' Laboratories' Standard for Extinguishing Liquids for Hand Fire Extinguishers."



MYERS 8-WHEEL SLING UNLOADER

The Myers Sure Lock Sling Unloader is a new addition to the line this season, brought out to take care of the demand for an 8 wheel unloader of this type.

It carries a flexible engine truck for double steel track and elevates load at right angles to the track. It can be used with either slings or forks and can be easily converted into triple hoist mechanism by substituting a special pulley for the standard clevis, the latter being attached to the eye sling pulley below.

The machine operates on a regular double rail steel track and uses a ¾ inch to ⅞ inch rope without adjustment. It operates automatically and is tripped by the sling pulleys striking a plate immediately under the machine. It is also arranged with a separate trip rope, by the use of which the load may be carried into the mow at any elevation desired. The rope lock is so arranged that pressure on the rope is proportional to the weight of the load by which it is controlled. The rope lock is so powerful that smooth faced rope jaws only are necessary, eliminating all wear on the rope.

Mrs. Clickner has recently purchased the Ebert Hardware Co. at Colton.

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Plumbing and Heating

Pushing the Sale of Plumbing Supplies

Advantages of Neat Display to Show the Goods in Actual Use

THERE is a good profit in the sale of plumbing supplies, but few plumbers push them in the manner they should. It was therefore quite a treat to go into the well equipped store of the Greig-Westman Co., Springfield, Ill., and note the attention paid to this line.

In the first place there was a large show window fitted up as a modern bathroom, which showed off the plumbing fixtures to the best possible advantage. The background was covered with paper to represent tiling, and on the wall was a large mirror with electric light brackets on both sides of it—the lights being switched on at night.

A shelf beneath the glass held toilet water, soap, talcum powder and other toilet accessories. Several racks along the wall held wash cloths, face and bath towels and bath brush. Just above the big porcelain bath tub was a sponge in a wire rack. Near the toilet was a big roll of toilet paper, and beside the stationary washstand was a white enameled waste basket for shaving paper and other refuse.

Several braided rugs covered the hardwood floor, and for convenience in dressing there was a comfortable white enameled chair. So inviting an appearance was presented that everyone who stopped to look felt a desire to possess a bathroom exactly like it.

Helping the Customer

Mr. David Greig, in speaking of the attractive display, said that it had boosted sales wonderfully. "We had a picture taken of the display, and this, enlarged, is on view in our salesroom, so that anyone interested can point out the particular fixture or accessory that attracted him, and we can at once lead him to its duplicate so that he can examine it at close range. We have found, too, that a great many people desire a complete bathroom outfit such as we show, and so beneath the picture of the display is a typewritten itemized list of everything it contains, with the price of each, and the total cost."

Asked if they carried the towels, soap and brushes in stock, he smiled and said, "No, but they are very readily obtainable, and if anybody wished it we would purchase them and deliver them along with the rest of the outfit."

The Patterson-Stewart Co., also of Springfield, had a very efficient and orderly plumbing section. Washstands were arranged along the side of the wall (several had all the connections made), while against the other were bathroom racks, cabinets and other glass and metal devices.



Down the center of the section was a series of bath tubs, the monotony of the all-white display being broken by several large potted ferns. The show window, too, attracted considerable attention, as half of it was fitted up as a miniature bathroom. Inclosed in a porcelain frame was a complete bathroom, with washstand, tub, toilet, mirror and other accessories. The tub was equipped with curtains, and in it was a large doll. The whole was an exact replica of the fixtures sold by them.

Mr. Patterson says that he has several times been offered a large sum for the outfit by

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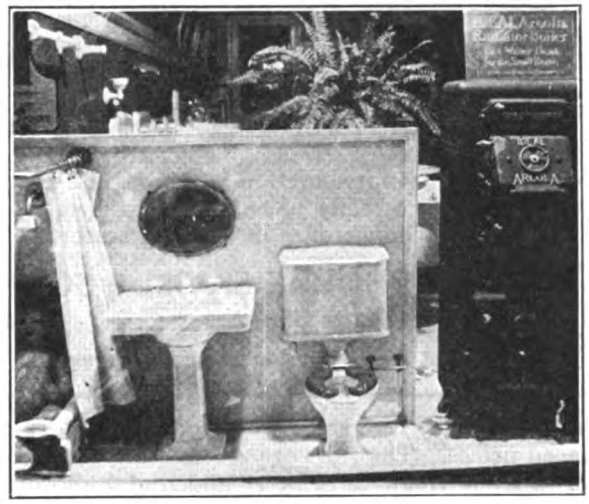
wealthy people who desire it for their children, but that it is not for sale as it advertises so effectively the lines they have to offer. A radiator-boiler of standard make is also featured in the window, and over the top of the little bathroom a good view of the pleasant interior is obtained.

Taking Advantage of Feminine Interest

W. T. Delahunty & Co., Decatur, have built up a good trade in plumbing fixtures and supplies by featuring cleaning apparatus and compounds. The instinct to clean and polish and scrub and wash is inborn in practically every woman, and it was in catering to this instinct that the firm first began to work up their plumbing business.

Said the manager, "Every woman wants her bathroom kept clean and sweet whether she does the work herself or employs servants for the purpose. Accordingly we feature at regular intervals mops, brushes, swabs, and several standard kinds of liquid paste and powder for cleaning and polishing. We call attention to these lines both through the newspapers and our show windows, and whenever we make a showing of these cleaners we notice a big increase in the sales.

"These cleansers of all kinds are kept in the bath supplies department, and here we have a bath tub, toilet and washstand, so that we can demonstrate just how any of the supplies are



to be used. These fixtures have connection made, and hot water gushes forth at the first touch. This is a novelty to many and gives us an opportunity to explain our gas water heaters —there being one in close proximity that we use to demonstrate. The neat appearance of the bathroom equipment also makes an impression, and while we never force its attention upon the buyers of cleaning equipment, we are quick to explain its comfort and convenience whenever the slightest interest is manifested.

"We also make a specialty of toilet paper.



No. 21 Fire Pot—List Price, Each, $21.20
Ask for Discount

BETTER MADE

No. 21 Coil Fire Pot is the best that money can buy: strong, durable and efficient. Tank is of heavy drawn steel, fitted with Patented Cushion Protection Band, which protects the base from injury, with large funnel with Dust Proof Filler Plug, heavy uprights, malleable top plate and one piece steel shield. Coil and Burner are of the best steel. Produces very intense heat. Jobbers supply at factory prices. Ask for a catalogue.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Avenue, DETROIT, MICH., U.S.A.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durabla { **Valve Discs** / **Rod Packing** / **Sheet Packing** / **Union Gaskets** / **Gauge Glasses** }

Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers

PLUMBING, HEATING AND STEAM SUPPLIES

84-86-87-89 Front Street - - Portland, Ore.

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Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.



THOMAS SAVILL'S SONS

Wallace and Watts Sts. - - Philadelphia, Pa.

Send postal card for catalogue showing 23 styles

Sold by Jobbers of Plumbing Supplies Everywhere

and frequently advertise sales of same at reduced prices. The rolls are stacked in pyramid form from floor to ceiling, and the bulk of them impress customers with the large quantity we carry. These rolls are also in the vicinity of the bathroom setting, and a roll is fastened on a rack near the toilet, which frequently calls to the attention of the purchaser of a brush or can of cleaning powder that paper is needed for the bathroom. While of course we sell single rolls on request, we always urge the purchase of at least a half dozen, and our advertising always features them in quantities. In this way we turn over our stock quickly and do not have on hand weather stained, dust spotted paper, which presents an unattractive appearance, to say the least."

Toilet paper in quantities was displayed in the window recently, and in the background was a wall mirror and racks for the accommodation of all kinds of bath accessories, while down in front were a half dozen cans of cleansing powder, and a card, showing a little fellow in overalls busily scrubbing, which suggested: "Keep your bath tub clean with Porcela—The best bath tub cleaner made."

Don't pay any attention to accepted maxims. Troubles often do come singly and happiness often comes doubly.

The fellow who does has it on the "I'll try" bunch.

A fellow who stands on his own feet is never walking on his uppers.

The tongue is a good weapon with which to commit business suicide.

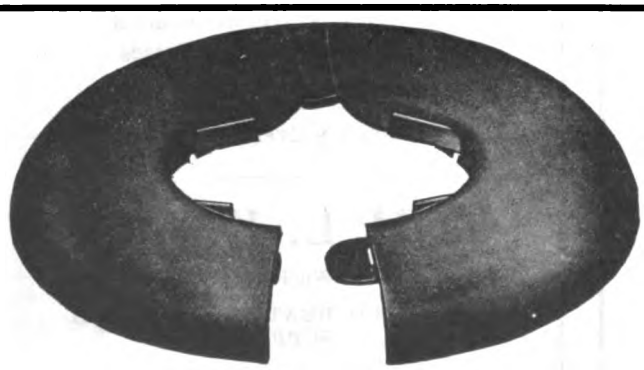
The reason so many persons' minds wander is because their bodies can't.

Because a thing is old is no sign it is valuable. Probably there is nothing older than the toothache.

If you are big enough to attract unfavorable talk you are big enough to attract favorable talk.

Women may not know their own minds, but they generally have a pretty fair line on their husbands' minds.

A man's habits may be his own business, but unless he lives on a deserted island he will find that others make them their business.



No. 10 Steel — ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative
FISKE-KRAMER CO.
Hearst Bldg.
San Francisco, Cal.



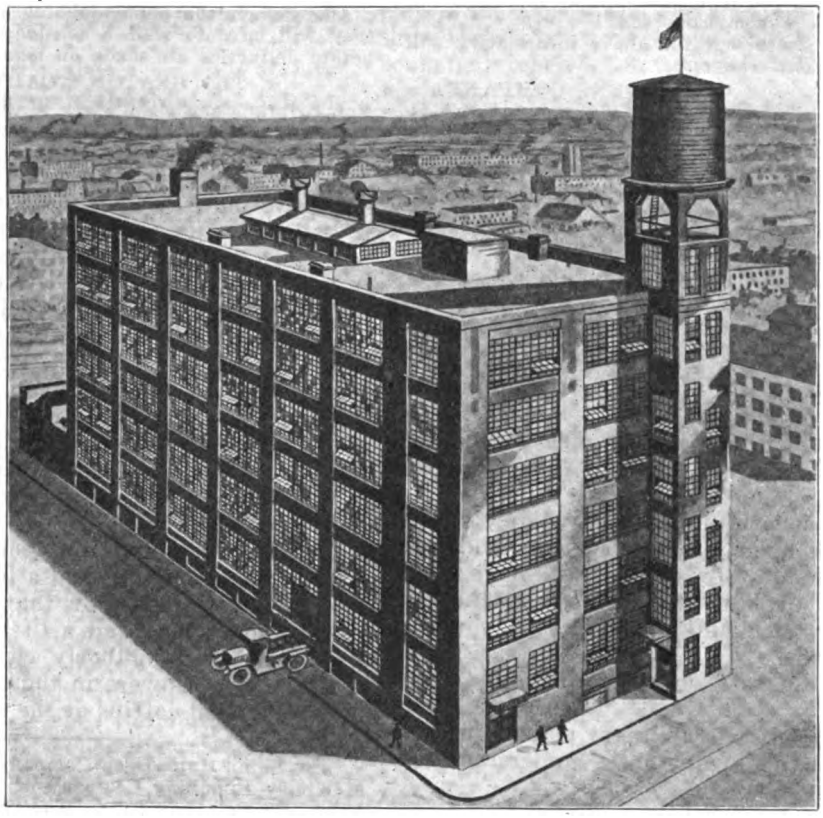
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THE BEATON & CADWELL MFG. CO.

New Britain, Connecticut U.S.A.

The Beaton & Cadwell Mfg. Co. was incorporated in October, 1894, under the name of Beaton & Bradley Co., which name it carried until March, 1910, when it was changed to present name.

CAPITAL $100,000



1918

We Manufacture

oor and Ceiling Plates

itomatic Air Valves

sitive Air Valves

cuum Air Valves

ctional Hook and Expansion Plates

oor Sleeves

pewriter Copy Holders

diator Foot Rails

wn Sprinklers

uge Glass Low and High Pressure Domestic Imported

We Manufacture

Pipe Hangers

Steel Pipe Rolls

Spud Wrench

Cocks, All Styles

Union Elbows

Expansion Tanks

Thermometers

Valves, All Styles Steam and Hot Water

Saw Handle Trimmings

Mop Handle Trimmings

Vending Machine

Metal Stampings

OUR PHENOMENAL GROWTH

CAPITAL $10,000



1894—1901

CAPITAL $50,000



1901—1918

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PRICES MORE LIKELY TO ADVANCE RATHER THAN DECLINE

Editor HARDWARE AND PLUMBING WORLD:

We cannot see lower prices for the next six months. In fact, at the present time all markets are higher than they have been in the past, therefore, we might see prices slightly higher within the near future. As you are, no doubt, aware, brass and copper again advanced just recently, which naturally increases the costs of most manufacturers.

Some of the goods which we manufacture are now being marketed at about cost. If raw materials continue to advance, it will be necessary for us to make a slight advance in our prices, or to discontinue the cheaper style articles.

At the present time we are purchasing requirements for the next three to six months. We are merely taking that action due to the reports which we are receiving from the various economic bureaus.

We sincerely trust that the above information will be of value to your readers.

OTTO BERNZ COMPANY.

Newark. J. M. Imfeld.

HANDLING DISSATISFIED CUSTOMERS

When a customer flies off the handle, becomes unreasonable, sarcastic, peeved, and downright mean—listen patiently to his tale of woe.

At this particular point, opposition is the worst thing in the world.

After he has had his say—and not until after—show sympathy by the tactful appreciation of his troubles.

Put yourself in his place. Try to see the matter as he sees it. Talk to him from his viewpoint.

You'll be surprised to see how quickly he ceases to look upon you as an enemy and sees in you—a friend.

You'll be surprised to see how quickly he regrets his grouch and apologizes to you for his hasty words.

Truly, "the soft answer turneth away wrath!"

Nothing will disarm an angry person quicker than a spirit of sympathetic understanding. Try it.

Dickinson Bros. Co. have sold their plumbing business to J. C. Jones of Fallon, Nevada.

At Last---

A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made. Write for prices and particulars.

MANUFACTURED BY

PEERBLOW MFG. CO., Leetsdale, Pa.



SPEAKS FROM PERSONAL KNOWLEDGE

Editor HARDWARE AND PLUMBING WORLD:

I recently covered all the eastern territory from Key West to Montreal and west as far as St. Paul and returned to the factory to bend every energy to increase production. We were never so far behind as we are at the present time, which is the off season for the heating trade, too.

The writer has found on more than seventy calls upon the largest jobbers in the United States east of St. Paul, that the majority of them are short on stock; that prices have already advanced and are likely to advance more, so there isn't any question but what the buyer who bought 30 days ago made a good buy, and those who have lingered are going to pay more. This applies to heating specialties of all kinds going into new buildings or allied in any way with the building program.

We believe that many jobbing houses will find that they will have to wait a considerable length of time before deliveries are made on many lines this fall.

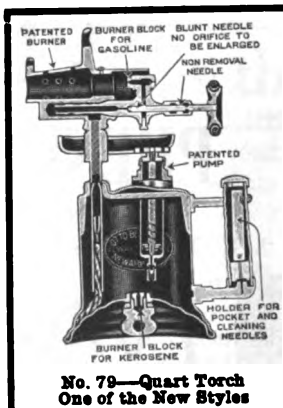
THE BEATON & CADWELL MFG. CO.

New Britain, Conn. W. H. Cadwell, President.

DO YOU?

"A little more deed and a little less creed;
A little more giving and a little less greed;
A little more bearing of other people's load;
A little more godspeeds on the dusty road;
A little less thorn and a little more rose,
To sweeten the air and lighten the blows;
A little more song and a little less glum.
A cheery word for the tramp from the slum;
A little less kicking the man that's down;
A little more smile and a little less frown;
A little more of The Golden Rule for others;
A little more charity for burdened brothers;
A little less care for wives not your own;
A little less reaping what you have sown;
A little less knocking and a little more cheer
For the struggling fellow that's left in the rear;
A little more love and a little less hate,
A little more neighborly chat at the gate;
A little more flowers in the pathway of life,
A little less on coffins at the end of the strife."

The Shinn-Holtz-Lyon Company have purchased the McKinley Plumbing Company of 443 West Broadway, Long Beach, California. The headquarters of the Chinn-Holtz-Lyon Company are at 1600 Santa Fe Avenue, Los Angeles.



No. 79—Quart Torch
One of the New Styles

INVESTIGATE

the latest and improved "ALWAYS RELIABLE" combination gasoline-kerosene torches. Made in 3 sizes and 6 styles. Fitted with several patented features. Write for circular which gives full description.

The regular "ALWAYS RELIABLE" gasoline torches are still manufactured, and will be continued in the future. Made in all grades from the best to the cheapest.

Write for catalog on entire line. Jobbers supply at factory prices.

OTTO BERNZ CO., Newark, N.J.

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You Can Get Business If You Go After It

MORE and more it is being demonstrated by plumbers, dealers, jobbers, as well as manufacturers, that there is business to be had practically at any time of the year, and in any section of the country, if the proper enterprise and spirit is shown in going after it.

Too often business men think that "the season is over" or "this is not the season," it's either "too early" or "too late" to sell goods, and, having that mental handicap, they sit around and wait for the proper time to arrive.

In no line of business is this more true than the plumbing business, particularly among the plumbing dealers.

Immediately after the war, no line of business slumped more heavily than did the automotive equipment business. They were "in the dumps" in the very worst way. That is, all but two or three far seeing progressive business men.

These men had the idea that it certainly wouldn't do any harm to try. They adopted the simple slogan of "ask them to buy"; an organization was formed with that as its motto, just "Ask 'Em to Buy."

This organization has been quite active in the past year, is putting on an educational movement through jobbers and traveling salesmen to get garages and automobile dealers, in fact everyone who is handling automotive equipment, to ask everyone who came into their store or go to their place of business to buy some new equipment.

If a driver came up for gasoline, whoever waited on him carefully made a note of the condition of his car, and what was lacking. Before the man got away, some new tool or appliance, some convenience was shown him, which it was thought he needed. The automotive dealers have simply been amazed at the results of this "Ask 'Em to Buy" movement.

Sales have not only been doubled, trebled, quadrupled, but in some cases business has gone as high as a thousand per cent over the previous months. Business has been accelerated to a marked degree.

Now human nature is the same, whether it is a man driving a car, or one owning a home. Surely with plumbing equipment, which is a necessary part of everyone's convenience and comfort, the "Ask 'Em to Buy" movement in the plumbing trade would be certain to increase business many fold.

It doesn't need an organization, however, to do this, if the individual plumbing dealers would make a point in their own community to call on their prospects, advertising to them, and show them some new convenience for their bath room or kitchen when they call at their place of business.

A number of our subscribers have acted upon the suggestions we have previously made in our pages. They tell us their business has increased to a marked extent by them individually following this "Ask 'Em to Buy" plan.

There is room for a great deal more work than has been done. Try it yourself, and you will be surprised not only at the ideas that will come to you, plans that will develop, but you will be more than pleased at the business you obtain.

Business is to be had in your own community, among your own people, if you would go after it in the right manner.

NO "COMEBACK" WITH THE DOCTOR

A lawyer was arguing with a physician over the relative merits of their respective professions.

Truth is stranger than fiction because it's so rarely met.

Up-to-date merchants now arrange their stock so that goods that will tempt the customer are placed near the front of the store. Staples and bargain articles are placed toward the rear.



SPECIFY

"Genuine" Perfection
No. 10 Floor and Ceiling Plates

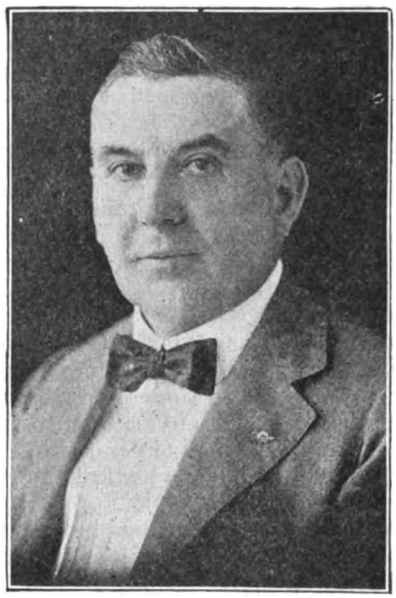
— The Sturdy Plate —

Reinforced by a "Plate within a Plate"

THE BEATON & CADWELL MFG. CO.
NEW BRITAIN, CONN.
New York Warehouse: 234 Water St.

SEE OUR CATALOGUE IN SWEET'S

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CLAYTON & LAMBERT SALESMAN HONORED

Few road salesmen are better known to the jobbing trade than Charles A. Bower, representing the Clayton & Lambert Manufacturing Co., Detroit, Mich. For twenty years he has traveled from coast to coast, explaining and demonstrating the qualities and features of the C. & L. line of gasoline fire pots, torches and brazing fires.

In appreciation of his loyalty and twenty years of service with the company, Mr. Bower was recently honored at an informal dinner given by the management to 125 members of the office and factory heads of departments and a gold watch was presented to him by the company and a shrine pin by his fellow workers in the organization.

JOBBERS' GREAT ANNUAL PICNIC

The Hendrie & Bolthoff Manufacturing Company is one institution that practices what it preaches. Manufacturers and distributors of outing goods and supplies of all sorts, naturally all employes are interested in the great outdoors, and the annual picnic and outing of the firm has become a feature that is looked forward to by hundreds in the vicinity of Denver.

This year 1200 people attended the seventeenth annual picnic held at Riverview, the firm's summer home. A special train of twelve cars carried the party, and a basket dinner, races, games and dances were features of the picnic. E. B. Hendrie was master of ceremonies and the principal speaker at the banquet table. Short addresses were made by members of the firm and by employes.

Riverview consists of 200 acres of mountain land owned by Hendrie & Bolthoff Company, containing cottages, dance hall, garage and laundry. This is at the disposal of employes of the firm for vacations, week-end parties and picnics.

The spirit of the institution is exemplified by the numbers attending and the enthusiasm of this picnic. As one of the good friends of the institution puts it: "No strikes in this house. All the employes love the bosses, and the bosses work with and for all employes."



Nye, the Die Man
Pipe die maker to
the American Plumber

NYE DIES

Bite Right In and Go Right Through!

Like a boy on a piece of pie—
Like a bulldog on a pair of pants—
Like a fly on a bald head—

NYE DYES

Have the capacity of the boy—
The tenacity of the dog—
The voracity of the fly.

NYE DYES

Have features no other die has.
The skip-tooth feature, for instance.
There is no other just like it.

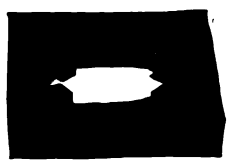
NYE DYES

Are made by die specialists
Who don't make anything else—
And nobody else
Makes anything as good.

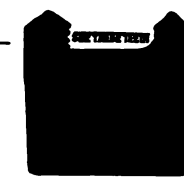
HARRY G. NYE

The Nye Tool & Machine Works

108-128 North Jefferson St., Chicago, Ill.

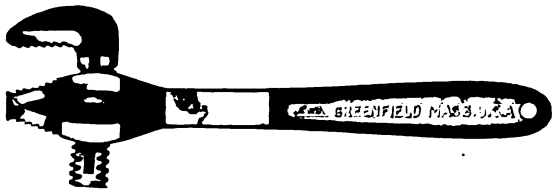


Nye Solid Die



Nye Armstrong Die

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"LITTLE GIANT" PIPE WRENCH PRESENTED TO THE TRADE

The "Little Giant" pipe wrench, a new wrench ith several interesting improvements, has just been ut on the market. The "Little Giant" wrench has he "end opening" feature which is familiar to users f machinists' wrenches. Its application to pipe turn- ng can readily be seen by a glance at the accompany- ng picture.

The advantage of the "Little Giant" wrench over he conventional style is the ease with which it can andle pipes in corners, close to walls, and similar onfined places.

The person using it can set it straight on the pipe s he would a pair of pliers, instead of having to fit he jaws on from the side.

The "Little Giant" has only three parts: a handle nd jaw in one piece, which is drop forged and heat reated; a movable jaw, likewise drop forged and heat reated, and a hardened steel nut. There are no springs, ivets, frame or pins, all these parts being eliminated. n spite of the absence of springs it takes hold and re- eases instantly at the option of the user.

The new wrench has been designed for maximum trength. The 14-inch size has repeatedly withstood tresses in excess of 4700 inch pounds without slipping r bending. Readers familiar with government require- ents will recall that the army and navy departments equire a test of 2800 inch pounds for a wrench of this ize. Yet owing to the elimination of extra parts the Little Giant," in spite of its extra strength weighs ss than a Stillson type wrench of corresponding ca- acity. This is an advantage to users and dealers alike.

Another feature is the double set of teeth on the ain jaw. The movable jaw can be engaged at the ption of the operator with either of these sets of teeth ith consequent lengthened life. On the large sizes, 4-inch and greater, two additional sets of teeth are rovided, making four in all, and the movable jaw can e reversed to engage these additional sets of teeth, hich are below the adjusting nut. This is very use- ul in connection with certain classes of work, besides ractically quadrupling the life of the tool.

The "Little Giant" is manufactured in 8, 10, 14, 8 and 24 inch sizes, of which the three smaller sizes re already on the market.

A point of particular interest to dealers is the right orange paint with which the panels in the andles are covered. Wholesalers and retailers appre- ate the attractiveness of color, and this feature will id in arousing consumer interest.

The new wrench is a product of the Greenfield Tap Die Corporation, Greenfield, Mass. "Little Giant" one of their trade marks, well known throughout the ade to all users of screw plates, taps and dies. The ew wrench will be extensively advertised by its anufacturers.

NEW ADDITION TO MYER'S PLANT

The F. E. Myers & Bros. Co., the well-known manu- acturers of Ashland, Ohio, recently awarded the con- act for a new $50,000 addition to their plant. The ontract calls for the work to be finished by Oct. 1st.

While the Myers plant is one of the largest in the ountry, yet, owing to the growth of their business, ey have found it necessary to make this addition, hich tells its own story as to the growth of their ade and the merits of their line.

300 HYGRADERS "LIGHT" OUT

We presume it would be commonplace to mention that girls are light on their feet, that the refreshments light in the mouth, and that heads, hearts and troubles are correspondingly light, when 300 employes of the Hygrade Lamp Company hold their annual picnic and outing at Nantasket Beach.

This outing is an annual event, planned by a committee of the Hygrade Employes' Association.

The trip by boat from Salem was especially characterized by vigorous singing of the new Hygrade songs. Many merchants familiar with the quality of Hygrade products can well imagine the "linked sweetness long drawn out" which Hygrade workers might be expected to issue vocally.

JOSH BILLINGS ON THE SQUARE MAN

The square man mezzures the same each way and haint got any winny edges nor cheap lumber in him. He iz free from knots and sap and won't warp. He iz klear stuff, and I don't care what you work him up into he won't swell and he won't shrink. He iz amongst men what good kiln-dried boards are among carpenters; he won't season crack. It does'nt make any difference which side ov him yu come up to, he iz the same bigness each way, and the only way to get at him ennyhow, iz to face him. He knows he iz square and he never spends any time trieing to prove it. The square man iz one of the best shaped men the world has ever produced; he iz one of them kind of chunks that kant alter tew fit a spot, but yu must alter the spot tew fit him.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco

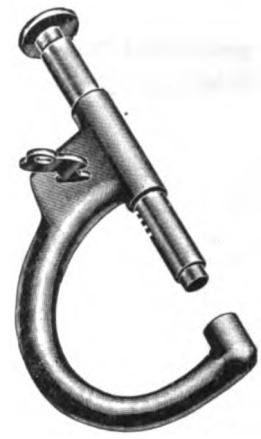
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CLAYTON & LAMBERT MFG. CO. CELEBRATE THIRTY-FIVE YEARS IN BUSINESS

An informal Get-Together-and-Boost-Dinner was given by the management of the Clayton & Lambert Manufacturing Co. to 125 members of their organization, including the office and factory heads of departments, on the evening of July 6th. The event was in celebration of their thirty-five years of business growth and in honor of several employes who had faithfully served the company for twenty years or more, to whom watches and other tokens of appreciation were presented by Otto J. Groehn, factory manager. J. E. Lambert, president of the company, acted as toastmaster and in an address reviewed the early history of the company, who are pioneers in making gasoline fire pots, torches and braziers, then located at Ypsilanti, Mich., and later moving to Detroit, referred to the remarkable growth of the industry up to the limitations of their present new factory, which is the largest factory in the world for making these specialties. Bert Lambert, treasurer and general manager, expressed the appreciation of the management to all present for their faithful help during the past strenuous months and in an optimistic talk regarding the present and future conditions requested each and all to continue to cooperate and boost. Mr. C. A. Bower, who has been with the organization since 1901, well known to the jobbing trade as "The Torch and Fire Pot Salesman," was presented with a watch in appreciation of the management and a shrine pin from his many friends in the employ of the company. A number of ladies were present and the very enjoyable evening was closed with music and dancing.

The Torrance Plumbing Company has moved to its new location at 1418 Marcelina avenue, Torrance. They report a very active season in their line.

ADAPTABILITY OF DEFIANCE LOCKS



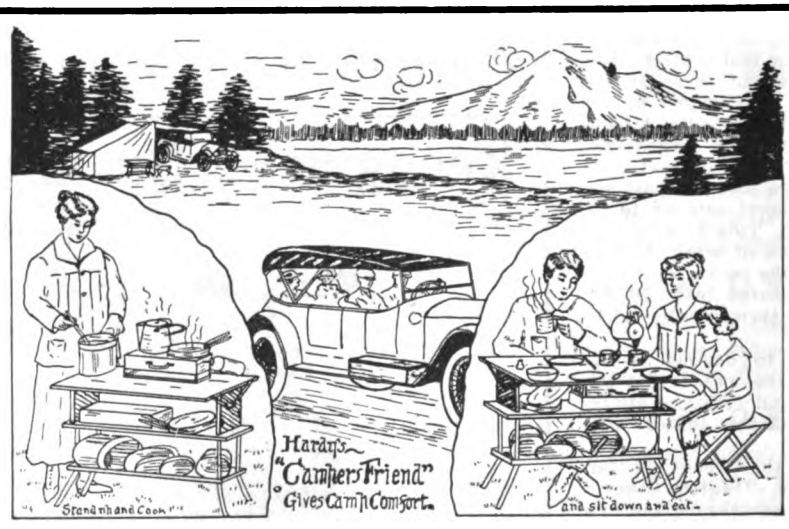
The Defiance lock, one of the items manufactured by the Universal Products Company, has been found to satisfy a number of the safety requirements of the motorist and tourist. It is conveniently shaped, nickel finished, adjustable on the shackle principle, easy to operate and has been found both thief proof and temptation resisting.

Among its uses are locking a bicycle through the sprocket and frame; locking steering wheel and control lever of a machine; locking robes, coats, etc., to the robe rail; a suit case to the steering wheel; locking duffle and dunnage bags, locking club bags, etc., to the foot rail of a machine.

The lock is specially packed, six on an attractive easel display card; 24 locks with four display cards in a corrugated mailing carton; or 144 locks, six cartons in a wood crate. The lock retails for $3.00 anywhere in the United States.

The Universal Products Co. is under the management of H. A. Stovel, at 24 California street, San Francisco, and sales agents in the West for the company are the Rice-Hitt Co., Elkan Gunst building, San Francisco.

Wm. Dyson has purchased the interest of H. E. Stephens in the Elsinore Plumbing & Electric Co. at Elsinore.



Hardy's "Campers Friend"

A Combination Running Board Box Camp Cook and Dining Table for Auto-Campers

A Down-to-the-Minute Camp Outfit That Makes Camp Life Enjoyable

Is carried on the running board of the car and holds a complete outfit for cooking and dining. Stand up and cook on a gasoline stove. Sit down and eat in comfort. No stooping and squatting.

No Smoke, No Dirt, No Blackened Kettles
Converted From Box to Table in Less Than Two Minutes

The most compact, practical and useful Camp Kitchen ever offered the motorist.

"There's a smile to your journey's end when you use a Campers Friend"

JOHN E. HARDY, Box 3613 - - Portland, Oregon Write for Prices and Folders

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TURNER'S MASTER LINE BLOW TORCHES

The Turner Brass Works claim for the Turner line f blow torches that they have every improvement that ill make a blow torch an absolutely safe tool—safety alve, air release, etc. They will burn either gasoline r kerosene without changing of parts. Produces 400 egrees more heat than any other torch made.

Some of the points of merit are: One opening in ie tank, pistol grip handle, automatic valve, air re-ase, baffle in the burner, the flared tube, adjusting eedle, shut-off needle, flexible tube, lubricator for ather cup, and the improved pump.

One Opening in Tank—Every opening in the tank or such as upper and lower pump brackets, burner let, filler plugs, etc., reduces the strength of the shell. here is only one opening in the tank of the Turner laster Line.

Pistol Grip Handle — Heretofore the handles on orches were mounted between two brackets allowing nly 3½ inches at the most for the width of the hand nd users of blow torches could not handle the torch ith ease. The Turner Master Line pistol grip handle s large enough for any size hand as it has no obstruc-ions or brackets and does not tire the user.

Automatic Valve—Safety valve is as essential on a low torch as it is necessary on any tank or boiler here pressure is used. As blow torches operate at heir highest efficiency at 18 to 20 pounds, the safety alve is set at 40 pounds, which automatically opens nd closes at this pressure, making it impossible to get oo much pressure and burst the tank, bulge the top or low out the bottom or cause leaks.

Air Release — Air release is a needle valve which, hen opened after the operator has completed his use f the torch, releases all pressure in the tank. This also nakes an additional medium of safety.

Baffle in the Burner—The baffle is the obstruction in the burner on which the flame is constantly applied, heating the fuel to a hot dry gas, insuring perfect vaporization of the present day gasoline or kerosene, thus generating 400 degrees more heat on lower fuel consumption without clogging the burner.

Adjusting Needle—The adjusting needle is pointed (like a carburetor adjustment) being separate from the shut-off needle, offering an accurate regulation for any size flame.

Shut-off Needle—The shut-off valve is used to shut off the flame, being a separate unit, from the adjusting needle or orifice needle.

They are manufactured by The Turner Brass Works, Sycamore, Illinois, who will be glad to give further information.

MENZIE-ROCHESTER SNOW SHOVELS

Through the purchase of the Menzie Street Cleaner Company of Amsterdam, New York, the Rochester Can Company now announces to the trade a new item in Menzie type iron horse snow shovels.

This shovel has been on the market for some time and is well and favorably known to the hardware trade. Henceforth it will be manufactured in the Rochester plant of the company, and has the additional advantage of the iron horse trademark and guarantee.

The blade is formed of high quality carbon steel reinforced at the back with a single metal rib in which the lower end of the wood handle is rigidly encased. It is a lightweight shovel, well balanced and easy to handle.

It may be had in two sizes: the small, with a 14 in. blade, and a larger one with an 18 in. blade. Both shovels being 48 inches high over all.

Coker & Taylor, of Glendale, have recently added a stove department to their plumbing establishment.

Church White Pyralin Closet Seats



are made in our own wood working shop and covered with genuine white sheet Pyralin which is applied by our patented process and should not be confused with enameled or sprayed coatings.

The surface of Church Seats is non-porous and requires only soap and water for cleaning. They can never turn yellow, chip nor crack.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies

Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by the leading jobbing and supply houses.

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TEACH YOUR CHILD A TRADE

"Teach your child a trade," says Secretary of Labor Davis. "Education has for its purpose the making of the growing man or woman more useful to himself and to the world. It should make the individual better able to care for himself, and to provide for his own happiness, and should benefit society generally by increasing the value of the individual as a social asset.

"Our whole educational system is directed toward turning out boys and girls equipped to enter the professions, to undertake what is known as brain work, or, more aptly, to occupy 'white-collar' jobs.

"More than 90 per cent of our population is made up of the industrial worker and the farmer. Educating 100 per cent of our school children along lines that fit them for the professions is plainly unjustified when we know that less than 8 per cent of them will be able to make a living in professional life. Today, while our 'white-collar' occupations are crowded to overflowing, we are actually lacking in the skilled workmen and artisans necessary to keep up our production in shop and factory and to do our structural work."

FOLDING JELLY STRAINER STAND



Utility Manufacturing Company of Baltimore have placed on the market a utility folding cloth bag jelly strainer. It is one of their latest specialties that is proving a success with the dealers. They are manufacturers of a large variety of household specialties, including hanging baskets, which serve to bring the womenfolk of the community to a dealer's store. They shall be glad to send full information, prices and descriptive matter to any of our readers upon request.

NOVELTY CUTLERY A POPULAR LINE

The Novelty Cutlery Co., of Canton, Ohio, manufacture a unique line of pocket knives of various styles and attractive designs which appeal to buyers as being out of the ordinary and possessing a distinction that helps make sales.

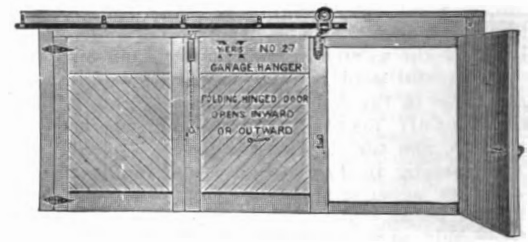
They also make hunters' knives, letter openers and erasers, safety razors, kitchen sets, etc., and their catalog will be found worth while.

The Novelty knife was invented and patented by them almost 50 years ago, and has been manufactured by the same company. The name "Novelty" was chosen on account of the novel feature of showing the owner's name or photograph or other distinguishing mark through a transparent handle.

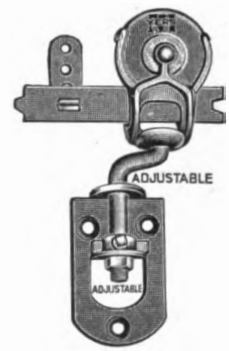
The handles are of various designs, and dealers would find the line an attractive one on which there is no competition—one upon which they can easily build up a splendid trade.

It is the aim of the Novelty Cutlery Company not only to make a thorough good knife, which can be used year after year, but to make them of such quality that once sold they are always sure to be called for again.

They will be glad to send catalog to any of our readers upon request.

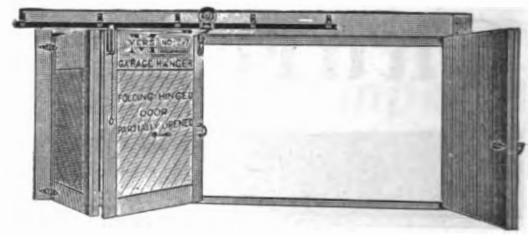


MYERS' GARAGE DOOR HANGERS



One of the newer features in the complete line of the F. E. Myers Bros. Co. of Ashland, Ohio, is their garage door hangers for barn, factory and warehouse doors also. The doors may open both ways, open the entire front of the building, either folding accordion fashion or rolling around the corner of the building, with an entrance door hinged to the building for easy foot entrance.

Illustrated is the Myers right angle garage door hanger with its adjustable and "stayon" features, as used on hinged folding doors. This hanger can be used on any 1¼ inch flat track, on either sliding or folding doors. The illustrations show how the door folds either inside or outside the building.



The Simplex hanger is very similar, to be used, however, with New-way tubular track. In this case the rollers are reduced in size so that they are enclosed within the tubular track, which is suspended with special brackets. The hanger in both cases has a double adjustment, vertically by means of the nut and threads on the lower end of the crank pendant, and laterally or for thickness of door by turning the crank pendant either toward or from the building, it being held in position by a set screw.

HARD TO FOOL THE WOMEN

A Denver hardware salesman took his wife out to dinner at a hotel restaurant the other night. A short-skirted damsel breezed in and, there being nobody else in sight, proceeded to vamp him.

"My dear," grinned the fatuous salesman to his wife," that girl over there is smiling at me."

"That's nothing," replied the better half, "when I first saw you I laughed like ——."

Nedcidek & Company are moving their hardware and plumbing business at Cumberland, Wisconsin, to a new location.

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet—4-ft., $43.35; 4½-ft., $43.35; 5-ft., $40.35; 5½-ft., $45.70; 6-ft., $62.70.

K57, C360, P1991, Essex, on Base—4½-ft., $53.35; 5-ft., $52.00; 5½-ft., $58.70; 6-ft., $78.70.

K80, P1933, Knickerbocker—5-ft., $41.70; 5½-ft., $47.00.

K10 to K10¼, P2160 to P2173, Cardinal, Conred, Enam. All Over—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.

K10 to K10¼, P2160 to P2173, Conred, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

K10½, P2180 to P2186, Recona, Enam. All Over, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.

K10½, P2180 to P2186, Recona, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Corner, Viceroy, Sierra—4½-ft., $95.35; 5-ft., $100.00; 5½-ft., $108.00; 6-ft., $140.00.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Recess, Viceroy, Sierra—4½-ft., $86.00; 5-ft., $91.35; 5½-ft., $100.00; 6-ft., $134.70.

F10 to F11, P2319 to P2322, Pembroke, Pier, Viceroy—5-ft., $133.50; 5½-ft., $141.50; 6-ft., $157.30.

F7 to F8, P2380 to P2388, Woodmere, Corner, Imperator—5-ft., $180.00; 5½-ft., $186.70.

F9, P2390 to P2393, Woodmere, Recess, Imperator—5-ft., $166.70; 5½-ft., $173.35.

F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278.70.

F6, Imperator (Wall Pattern) 5-ft., $230.70; 5½-ft., $244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.35; 5½-ft., $158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., $133.33; 5½-ft., $146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS — K112, P2510, with Strainer and Waste—36x36-in., $84.00; 42x42-in., $112.00.

K108, P2511, with Strainer and Waste — 36 x 36-in., $113.50; 42x42-in., $150.70.

K107, P2512, with P2530 Drain—38x38-in., $149.50.

K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $158.50.

SHOWER MIXING VALVES — NC1, H15, P2745, $25.35. NC1, H12, P2746, $25.35. NF1, H10, P2747, $25.35. P2748, $30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	54.70
H909½, P2791, Shower and Shampoo	64.00
NC100, H952½, P2803, Shower	33.35
H953½, P2804, Shower	30.70
NC1100, H954½, P2807, Shower	42.00
NC1100 (with stops), H954½, P2809, Shower	40.70
H943½, P2815, Shower	48.70
H944½, P2816, Shower	47.35
H945½, P2819, Shower	55.35
H946½, P2820, Shower	55.35
NC1100½, H956, P2821, Shower and Shampoo	47.70
P2823, Shower and Shampoo	54.70
H1402, P2826, Shower	16.00
H1406, P2827, Shower	15.70
H1400, P2828, Shower and Shampoo	31.70
H1404, P2829, Shower and Shampoo	30.70
H1410, P2836, Shower	36.70
H1411, P2837, Shower	38.00
H1408, P2841, Shower and Shampoo	50.70
H140 P2842, Shower and Shampoo	52.00
NF1050, H900, P2855, Shower	38.70
NF1050½, P2856, Shower and Shampoo	51.00
NF1055, H895, P2857, Shower	46.70
H904, P2860, Sho cr	45.35
P2861, Shower and Shampoo	58.00
H1246, P2868, Shower	34.70
H1250, P2870, Shower	27.70
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	52.00
H1200, P2916, Shower	66.35
H1206, P2918, Shower	44.35
H1204, P2919, Shower	46.00
P2920, Shower and Shampoo	59.00
P2921, Shower and Shampoo	60.35
Portable Showers—	
H1275, P2946, Portable Shower	21.35
$124, Portable Shower	15.00
Wall and Ceiling Showers—	
H1270, P2950, Wall Shower	13.00
H1268, P2952, Ceiling Shower	13.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in., $33.35; 22x27-in., $38.70; 22x30-in., $48.70.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., $14.70; 18x24-in., $17.00; 20x24-in., $22.70; 22x27-in., $36.00.

C145, K332, P3850, P3855, Ophir—20x24-in., $22.30.

C152, K582, P4045, Ralwon, 17x19-in., $10.80.

P4125, Arion—19x24-in., $22.65.

P4205, Othello—18x21-in., $12.15.

K580, C150, P4206, Othello—18x21-in., $13.80.

K608, C162, P4335, Beverly—18x21-in., $12.70.

K614, C164, P4345, Crescent—17x19-in., $8.70.

K752, P4365, Alva—14x16-in., $8.70.

K668, C180, P4940, P4945, Athena—20-in., $25.35.

K668, C180, P4946, Athena—20-in., $25.35.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., $18.20.

K690, C184, P4980, P4985, Verdun—16-in., $14.85.

P5080, P5085, P5086, P5087, Everett—19-in., $18.70.

K732, C190, P5110, P5115, Yale—16-in., $11.00.

K762, C192, P5145, Aida—16-in., $9.00.

Add for Waste when required—P11285, Imperial, $9.35; P11289, Empire, $8.00; P11290, Princess, $6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $31.75.

P11001—¾-in. Valves, 2¼-in., Waste, $40.00.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $34.50.

P11003—¾-in. Valves, 2¼-in. Waste, $45.35.

P11010—½-in. Valves, 2-in. Waste, $37.35.

P11011—¾-in. Valves, 2¼-in. Waste, $44.70.

P11012—½-in. Valves, 2-in. Waste, $42.70.

P11013—¾-in. Valves, 2¼-in. Waste, $47.35.

P11015, "Quieko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.

P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.35.

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.35.

P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00

Compression—

P11025—½-in. Valves, 1⅜-in. C. W. & O., $23.70.

F11026—¾-in. Valves, 1½-in. C. W. & O., $28.35.

P11030—½-in. Valves, 1⅜-in. C. W. & O., $27.35.

P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.

P11040—½-in. Valves, 1½-in. Waste, $46.70.

P11041—¾-in. Valves, 2-in. Waste, $51.35.

NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in. Waste, $64.00.

H2466—Speakman Deshler, ½-in. Valves for Por. Tubs, $36.00.

H2460—½-in. Valves for Enameled Iron Tubs, $30.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, $34.70.

P11066—¾-in. Valves, 2¼-in. Waste, $50.70.

"Quicko"—

P11090—½-in. Valves, 2-in Waste, $46.00.

P11091—¾-in. Valves, 2½-in. Waste, $50.70.

Exposed for Conred Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.35

Exposed for Pembroke and Woodmere Baths—Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00.

¾-in. Valves, 2¼-in. Waste, $40.00.

P11125—½-in. Valves, 2-in. Waste, $48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $7.70.

P11155—"Quicko" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $18.60.

P11165—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $20.00.

BATH WASTES—P11175—Imperial 2-in. Waste, $13.40.

P11176—Imperial 2¼-in. Waste, $16.70.

P11179—Imperial 2-in. Waste, $18.00.

Bath C. W. & O.—

P11185—1⅜-in. N. P. C. W. & O. for Essex Bath, $2.75.

P11188—1⅜-in. N. P. C. W. & O. for Conred Bath, $5.50.

1½-in. N. P. C. W. & O. for Conred Bath, $6.00.

P11189—1⅜-in. Rough C. W. & O. for Conred Bath, $5.00.

1½-in. Rough C. W. & O. for Conred Bath, $6.00.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath, $6.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—
P11260—Verona, Compression, Enamel Lavatory.....18.35
P11263—Verona, Compression, Vitreous Lavatory.....16.75

LAVATORY WASTES—
P11285—Imperial, China Knob..... 7.00
P11288—Imperial, China Knob..... 7.00
P11289—Empire, China Knob..... 5.75
P11290—Princess, China Knob..... 6.70
P11291—Princess, China Knob..... 6.70
P11293—Princess, China Lever..... 6.70
P11294—Princess, China Lever..... 6.70
P11295—Princess, China Lever..... 8.00
P11296—Princess, "B" China Handle..... 6.70
P11297—Princess, 4 Ball Handle..... 6.70

SHAMPOO FIXTURES—
P11858—Quicko Double Basin Cock..... 8.75
P11359—Pedestal China Soap Dish with Drain..... 2.20
P11860—Compression, as described.....30.00
P11863—Quicko, as described.....30.00

MIXOMETER FIXTURE—H3285—Built-in Mixometer, $58.85.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to Wall—Short Pattern, 6-in. x 7-in.
P11371—With W. H. Stop, ⅜-in., $4.75; ½-in., $5.60.
P11372—With C. I. Stop, ⅜-in., $5.15; ½-in., $6.10.
P11373—With L. K. Stop, ⅜-in., $4.75; ½-in., $5.60.

LAVATORY PLUGS AND CHAIN STAYS—
P11395—P. O. Plug for Porcelain Enameled Lavatory.. .60
P11396—P. O. Plug for Vitreous Lavatory..... .75
P11397—Chain Stay for Vitreous Lavatory..... .40

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $9.35.

NICKEL PLATED SINK AND LAVATORY TRAPS—Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," $1.80; 1½-in., $1.80.
P11451—1¼-in. Vented "P," $3.00; 1½-in., $3.15.
P11456—1¼-in. Bag, $4.70; 1½-in., $4.60.
P11462—1¼-in. Plain "S," $2.70; 1½-in., $2.70.
P11463—1¼-in. Vented "S," $3.60; 1½-in., $4.00.
With Cleanout—
P11450—1¼-in. Plain "P," $2.80; 1½-in., $2.70.
Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P," $2.75; 1½-in., $2.70.
P11451—1¼-in. Vented "P," $3.75; 1½-in., $3.95.
P11456—1¼-in. Bag, $3.75; 1½-in., $3.70.
P11458—1¼-in. "P" (N. Y. Reg.), $2.70; 1½-in., $3.10.
P11462—1½-in., Plain "S," $3.20; 1½-in., $3.40.
P11463—1¼-in. Vented "S," $4.15; 1½-in., $4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.00; Finished, $1.05; Nickel Plated, $1.25. ¾-in. Rough, $1.25; Finished, $1.35; Nickel Plated, $1.55.
H102—½-in. Rough Hose SSS, $1.10; Finished, $1.25; Nickel Plated, $1.40. ¾-in. Rough Hose, $1.40; Finished, $1.50; Nickel Plated, $1.70.
H110—½-in. Rough Plain SOT, $0.90; Finished, $1.00; Nickel Plated, $1.15. ¾-in. Rough Plain SOT, $1.15; Finished, $1.25; Nickel plated, $1.40.
H112—½-in. Rough Hose SOT, $1.00; Finished, $1.15; Nickel Plated, $1.30. ¾-in. Rough Hose, $1.30; Finished, $1.40; Nickel Plated, $1.55.
H135—½-in. N. P. Plain Adj. Flange, $2.05; ¾-in., $2.50.
H137—½-in. N. P. Hose Adj. Flange, $2.20; ¾, $2.60.
H140—½-in. N. P. Plain Set Screw Flange, $1.85; ¾, $2.25.
H142—½-in. N. P. Hose, $2.05; ¾-in., $2.40.
H365—½-in. N. P. Comp. Stub W. T. Bibbs Plain, $1.50.
H367—½-in. N. P. Comp. Stub W. T. Bibbs Hose, $1.80.

QUICK COMPRESSION BIBBS—H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $1.60; ¾-in., $1.90.
H412—½-in. Nickel Plated, Hose SOT, Metal Handle, $1.70; ¾-in., $2.05.
H413—½-in. Nickel Plated, Plain SOT, China Handle, $1.90; ¾-in., $2.20.
H414—½-in. Nickel Plated, Hose SOT, China Handle, $2.05; ¾-in., $2.35.
H435—½-in. Nickel Plated, Adj. Flange, $2.15; ¾-in., $2.60.
H437—½-in. Nickel Plated. Adj. Flange, Hose, $2.30; ¾-in., $2.80.
H438—½-in. Nickel Plated, Plain, $2.50; ¾-in., $3.00.
H439—½-in. Nickel Plated, Hose, $2.65; ¾-in., $3.10.
H440—½-in. Nickel Plated, Plain SS Flange, Metal Handle, $2.00; ¾-in., $2.35.
H442—½-in. Nickel Plated, Hose, SS Flange, Metal Handle, $2.15; ¾-in., $2.50.
H443—½-in. Nickel Plated, Plain, SS Flange, China Handle, $2.30; ¾-in., $2.60.
H444—½-in. Nickel Plated, Hose, SS Flange, China Handle, $2.50; ¾-in., $2.85.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT, $1.75; ¾-in., $2.05.
H512—½-in. Nickel Plated, Hose, SOT, $2.50; ¾-in., $2.25.
H540—½-in. Nickel Plated, Plain SS Flange, $2.20; ¾-in., $2.50.
H542—½-in. Nickel Plated. Hose SS Flange, $2.35; ¾-in., $2.60.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS, $1.45; ¾-in., $2.00.
H577—½-in. Finished, Hose SSS, $1.65; ¾-in., $2.20.
H587—½-in. Finished, Hose SOT, $1.75; ¾-in., $2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P Both Ends T. H., $0.90; ⅜-in., $1.15. ½-in. Nickel Plated Both Ends T. H., $1.15; ¾-in., $1.75.
H605 and H608—½-in. N. P. I. P. Both Ends W. H., $1.45; ⅝-in., $1.75.
H615 and H618—½x½ O. D. T. H. or W. H. N. P., $1.15. ½x9-16 O. D., $1.15. ½x11-16 O. D., $1.35.
H620 and H623—½-in. I. P. Both Ends Finished, Loose Key, $1.30; ½-in. I. P. Both Ends N. P., Loose Key, $1.45; ¾-in. I. P. Nickel Plated, Loose Key, $2.25.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.40.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.20; ¾-in., $1.20.

BOILER DRAIN COCKS—H655 and H658—½-in., 90c; ¾-in. Rough N. P. Male, $1.00; ¾-in., $1.00.
H656 and H659—½-in. Rough N. P. Female, $1.00; ¾-in., $1.00.
H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅝-in. $2.05.
H703—½-in. TH or LH Stop and Waste, $1.50; ⅝-in., $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.05; ⅝-in., $1.50.
H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.05; ⅝-in., $1.50.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.15.
H855—No. 2 Medio Basin Cocks, Pair, $4.20.
H856—No. 2A Medio Basin Cocks, Pair, $5.25.
No H870—No. 5 Dunlo Basin Cocks, Pair, $5.85
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95.

QUICKO BASIN COCKS—H901—No. 1½, $3.60.
H902—No. 2 Quicko Basin Cocks, $4.00.
H903—No. 3 Quicko Basin Cocks, $8.90.
H908—No. 5 Quicko Basin Cocks, $5.35.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, $5.25.
H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.10.
H951—"Standard" Ball Bearing, China Level, pair, $9.45.
H970—"Standard" Boston, pair, $6.60.
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, $7.50.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, $10.50. (For China Soap Cup see U11859.)
Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $16.50.

PANTRY COCKS—
H1000—No. 1 Compression, pair..... 5.30
H1010—No. 1 Quicko, pair..... 8.65
H1015—Quicko, Double, each.....12.00
H1030—No. 1 Fuller, pair..... 8.80

SLOP SINK COCKS—
H1070—Compression.....19.50
H1075—Fuller.....19.50

DOUBLE BATH COCKS—
H1100—No. 3 Compression..... 4.15
H1105—No. 3A Compression..... 4.50
H1142—No. 1½ Quicko..... 5.25
H1150—No. 2½ L Quicko..... 4.90
H1152—No. 2½ Quicko..... 5.75
H1160—No. 10 Quicko.....10.15
H1170—No. 5½ L Fuller..... 4.90
H1172—No. 5½ Fuller..... 5.25
H1175—No. 4½ L Fuller..... 4.15
H1177—No. 4½ Fuller..... 4.50

CHICAGO FAUCET COMPANY'S BRASS GOODS—
A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.20 each. Extra Washers for same, $2.00 per hundred.
A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $2.90.
A900—N. P. Quaturn Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., $3.10.
A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.
A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.
A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.80.
A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $4.90.
A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.
Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $18.00 per hundred ft.
O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in., $37.50; ¾-in., $41.25; ⅞-in., $48.75; 1-in., $39.00; 1¼-in., $42.75; 1¼-in., $48.00; 1⅜-in., $52.50; 1½-in., $56.25; 2-in., 75.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.—⅛-in.,61c; ¼-in., 57c; ⅜-in., 53c; ½-in., 50c; ¾-in., 47c; 1-in., 47c; 1¼-in., 47c; 1½-in., 47c; 2-in., 47c; 2½-in., 47c; 3-in., 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

1½-in. Laundry Tray Plugs, 1½ O. D. Tail Piece, doz..	19.90
1½-in. Laundry Tray Plugs, 1½ I. P. Tail Piece, doz.	19.90
Fin. Brass Wash Tray Plugs, 1¼ Met. Stopper, doz...	5.50
N. P. Chain Stays, No. 1, doz.	4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen	4.50
China Chain Stays, doz.	9.60
N. P. Chain Stay and Cock Hole Cover	6.75
N. P. Basin Cock Hole Cover, doz.	4.40
N. P. Basin Chain wf. Snaps, No. 00, do	1.50
N. P. Basin Chain wf. Snaps, No. 0, doz	1.70
N. P. Bath Chain wf. Snaps, No. 00, doz	2.00
N. P. Bath Chain wf. Snaps, No. 0	2.40
N. P. Basin Chain 12 Yd. Box, No. 00, b	2.10
N. P. Basin Chain 12 Yd. Box, No. 0, bc	2.50
N. P. Basin Chain 12 Yd. Box, No. 1, bo	3.10
N. P. Basin Chain, No. 00, per 100 feet	5.50
N. P. Basin Chain, No. 0, per 100 feet	6.80
N. P. Basin Chain, No. 1, per 100 feet	8.50
N. P. Basin Chain, 500-foot reels, No. 00	5.30
N. P. Basin Chain, 500-foot reels, No. 0	6.40
N. P. Basin Chain, 500-foot reels, No. 1	8.30
Beaded Basin Chains, per dozen	3.50
Beaded Bath Chains, per dozen	3.90
N. P. Chain Snaps, large, per dozen	.26
N. P. Chain Snaps, small, per dozen	.24
N. P. Chain "S" or "8" Hooks, per dozen	.48
¼-inch Threaded Brass Rod, per foot	.37
¼-inch Rough N. P. Brass Nuts, threaded through, 100.	6.40
¼-inch N. P. Brass Cap Nuts, per 100	5.60

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6	9.75
F115 and F125—Built-in Soap Holder, 6x6	4.90
F140—Built-in Grab Rail, 6x6	9.80
F150—Built-in Comb. Rail and Soap, 6x6	9.80
F160—Built-in Tumbler Holder, 6x6	5.00
F170—Built-in Sponge Holder, 6x6	7.90

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish	3.00
14039—Wall Soap Dish	2.90
14076—Wall Soap Dish	3.35
14049—Wall Soap Dish	4.30
14078—Wall Soap Dish	3.00
14044—Tub Rim Soap Dish	2.60
14080—Tub Rim Soap Dish	3.50
12306—6-inch Three arm Swinging Bar	4.50
12103—14-inch Three arm Swing Bar	5.90
12518—⅝x18-inch Towel Bar	3.35
12524—24-inch Towel Bar	3.75
12530—30-inch Towel Bar	4.55
11818—¾x18-inch Towel Bar	4.00
11824—24-inch Towel Bar	4.40
11830—30-inch Towel Bar	5.00
11612—1x12-inch Towel Bar	5.90
11618—18-inch Towel Bar	6.40
11624—24-inch Towel Bar	6.60
11630—30-inch Towel Bar	7.35
11912—1½x12-inch Towel Bar	12.00
14241—Wall Pattern Soap and Sponge Holder	11.70
14502—Wall Towel Basket	19.90
15124—Tumbler and Toothbrush Holder	4.80
15118—Tumbler and Toothbrush Holder	4.95
15167—Tumbler Holder	3.40
15235—Combination T. T. B. and Soap	11.90
15222—Combination T. T. B. and Soap	8.15
15150—Tooth Brush Holder	1.40
15103—Tooth Brush Holder	1.60
15176—Tumbler Holder	3.40
15195—Tumbler and Toothbrush Holder	4.80
15192—Tumbler and Toothbrush Holder	4.95
15298—Tumbler and T. B. and Soap	11.90
15291—Tumbler and T. B. and Soap	8.15
15297—Tumbler and T. B. and Soap	6.95
15293—Tumbler and T. B. and Soap	12.70
14811—Comb Tray	5.70
14800—Comb Tray	6.95
15752—6x24 Shelf	10.95
15706—5x20 Shelf	8.00
15710—5x18 Shelf	7.70
15712—5x24 Shelf	8.20
15714—5x30 Shelf	9.50
15301—5x20 Rail	4.55
15202—5x24 Rail	5.00
15304—5x30 Rail	5.70
15307—6x24 Rail	5.75
15435—Paper Holders (Roll)	6.15
15420—Paper Holders (Roll)	2.90
15451—Paper Holders (Sheets)	4.95
15510—Hooks	.60
15528—Hooks	1.10
15518—Hooks	1.30
15534—Hooks	2.55
15533—Hooks	3.20
15521—Hooks	1.15
15520—Hooks	1.20
15501—Hooks	1.75
14510—Stool	12.70

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers.	19.15
No. 7 White Pyralin Square Bath Stool, Cork Top	22.20
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4	34.30
No. 2, same, 20x28	48.35
No. 1, same, Oblong with Square Corners	42.50
No. 2, same, 20x28	42.20
No. 3, same, 20-inch Round	36.70
No. 4, same, 24-inch	48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar	4.10
4600—20-inch Roller Towel Bar with Lock	5.20
2112—14-inch 2-arm Crystal Swing Rack	3.10
2113—14-inch 3-arm Crystal Swing Rack	4.10
2818—⅝x18-inch Crystal Bar	1.95
2824—24-inch Crystal Bar	2.20
2918—1x18-inch Crystal Bar	3.40
2924—24-inch Crystal Bar	3.80
2930—30-inch Crystal Bar	4.55
2936—36-inch Crystal Bar	6.00
2618—⅝x18-inch Opal Bar	1.95
2624—24-inch Opal Bar	2.20
2718—1x18-inch Opal Bar	3.54
2724—24-inch Opal Bar	3.95
2730—30-inch Opal Bar	4.60
2736—36-inch Opal Bar	6.15
5610—5x18-inch Crystal Shelf	4.50
5612—5x24-inch Crystal Shelf	4.90
5606—5x20-inch Crystal Shelf	4.60
5301—5x20-inch N. P. Shelf Rail	3.15
5101—Crystal Tooth Brush Holder	.90
5150—Opal Tooth Brush Holder	.95
5108—N. P. Tooth Brush Holder	.55
5146—Comb, Tumbler and T. B. Holder	1.55
5191 and 5117—Tumbler Holder	1.95
5170—Tumbler Holder	1.10
5196 and 5141—Tumbler and Toothbrush Holder	3.00
5222—Tumbler, T. B. and Soap Holder	5.95
5291—Tumbler, T. B. and Soap Holder	5.95
5293—Tumbler, T. B. and Soap Holder	8.15
5298—Tumbler, T. B. and Soap Holder	8.40

DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P., ½-inch $1.00; ½x¾, $1.10.

URINAL COCKS—E1765—Self Closing N. P., ½-inch, $3.10.

BALL COCKS—E1771—Silent ½-inch O. D. without Integral Stop, less Ball and Stem, $3.10.

BASIN COCKS—

E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing	1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing	2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing	2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing	2.20
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing	2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub	10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing	5.30
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing	3.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing	4.20

CLOSETS AND TRIMMINGS

CLOSET SEATS—

L3500—White Seat, less Cover	11.35
L3600—Birch Mahogany, less Cover	4.00
L3700—Oak, less Cover	4.00
L3501—White Seat and Cover	12.00
L3601—Birch Mahogany and Cover	4.35
L3701—Oak and Cover	4.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge	20.00
L3515—White Crescent Seat	11.35
L3615—Birch Mahogany Seat	8.00
L3615½—Birch Mahogany, Cantonment Type	4.35
L3715—Oak Seat, Mahogany, Cantonment	4.35
L3715—Oak Seat, Cantonment Type	4.35
L3516—White Crescent Seat and Cover	14.35
L3616—Birch Mahogany Crescent Seat and Cover	8.70
L3716—Oak Crescent Seat and Cover	8.70
L3520—White Horseshoe Seat	12.50
L3620—Birch Mahogany Horseshoe Seat	8.30
L3720—Oak Horseshoe Seat	8.30
L3521—White Horseshoe Seat and Cover	16.70
L3621—Birch Mahogany Horseshoe Seat and Cover	8.70
Oak Mahogany Seat and Cover	8.70
L3535—White Extended Seat Closet Front	17.35
L3635—Birch Mahogany Extended Seat Closet Front	12.35
L3735—Oak Extended Seat Closet Front	12.35
L3536—White Extended Closet Front with Cover	22.70
L3636—Birch Mahogany Ext. Closet Front with Cover	16.70
L3736—Oak Extended Closet Front with Cover	16.70
L3565—White Extended Open Front and Back	16.70
L3765—Oak Extended Open Front and Back	16.90
L3566—White, Ditto, with Cover	26.70
L3766—Oak, Ditto	20.00

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—
Extra Heavy Stable Cesspool—12x12x10, 6.60 each; 16x16x10, $9.50.
C. I. Plain Top Cesspools—6x6x2, $0.90 each; 9x9x3, $1.50; 12x12x4, $2.90; 13x13x4, $3.50.
C. I. Extra Heavy, Hinged Top—6x6x12, $1.15 each; 9x9x3, $2.00; 12x12x4, $3.60; 13x13x4, $4.35.
Galvanized Refrigerator Drains, 1¼-in. I. P., $1.60 each.
Blake, Iron wf. B. W. Valve—G102, 2-inch, $10.15 each; G103, 3-inch, $16.15; G104, 4-inch, $24.75.

JOSAM DRAINS—
I. P. Govt. Pattern—203A, 5x2-inch, $14.40 each; 207A, Cx3-inch, $20.00; 2003A, 6x2-inch, $21.60.
300—4-inch N. P. Strainer, 2-inch I. P., $8.15 each.
Roof Drains—400, 4-inch, $14.40; 401, 5-inch, $17.55; 402, 6-inch, $19.20.
Wood Roof Drains—400A, 4-inch, $19.20 each; 401A, inch $22.55; 402A, 6-inch, $24.00.
Floor Drains, 4-inch I. P.—500A, 10-inch, $13.15; 600, 8 inch, $9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—
2-inch Flat Iron Top, $19.80 each; 4-inch Flat Iron Top, $28.95; 4-inch Raised Iron Top, $37.95.

SHOWER STRAINERS—
3¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, $2.40 each; 4-inch ditto by 2-inch ditto, $2.70.
5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap. P2986, $10.35.

PENBERTHY AUTO CELLAR DRAINERS—
No. 1, $28.15 each; 2, $45.00; 3, $62.00. No. 1, Non-Automatic, $21.90.
Washing Machine Drainers, $4.00 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—
No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord.....16.00
No. B1101—2½-gal, Badger's Chemical Extinguisher..20.00
No. B1107—Extra Hose with Nozzle..... 1.50
No. B1108—Hanger ..... .25
No. B1106—8-oz. Acid Bottles ..... .25
No. B1114—Universal Soda and Acid Recharge..... .75
No. 0—Fire Gun Extinguisher, 1 qt..... ...10.00
No. 1—Fire Gun Extinguisher, 1¼ qt.....12.00
No. 2—Fire Gun Extinguisher, 1½ qt..... .....14.00
Universal Liquid for Recharging Fire Gun, per quart.. 1.75
No. B1113—2½-gal. Foamite Firepan Extinguisher...80.00
No. B1118—Pump Tank Extinguisher, 5-gal.....15.00
No. M1201—1-pint Safety Gasoline Cans..... 3.00
No. M1204—1-quart Safety Gasoline Cans..... 3.35
No. M1201—2-quart Safety Gasoline Cans..... 4.65
No. M1205—1-gal. Safety Gasoline Cans..... 5.35
No. M1203—3-gal. Safety Gasoline Cans..... 8.60
No. M1206—5-gal. Safety Gasoline Cans.....10.00
No. M1207—6-gal. Justrite Oily Waste Can..... 6.65
8-gal. Justrite Oily Waste Can..... 7.35
10-gal. Justrite Oily Waste Can..... 8.00
No. S502—Small First Aid Kit..... 7.50

GAS WATER HEATERS

AUXILIARY TYPE—
No. 1½, Lion, No. 25 Ruud, Double Copper Coil.18.70
No. 2, Lion, No. 35 Ruud. Triple Copper Coil..40.00

STORAGE TYPE—
Pittsburg or Ruud Multi-Coil Storage Heaters—

No.	Each
30	85.00
50	95.00
100	295.00
200	355.00
300	420.00
500	650.00

Moment Valve Thermostats—

No.	Each
30, ¾-inch	40.00
50, ¾-inch	40.00
100, ¾-inch	65.00
200, 1-inch	70.00
300, 1-inch	70.00
500, 1½-inch	80.00

AUTOMATIC TYPE—
Pressure Valve, Pittsburgh—

No.	Each
2 (Old No. 50)	105.00
2½ (New No. 50)	120.00
3 (New No. 60)	165.00

Thermostat Type Pittsburgh

No.	Each
2½ (New No. 55)	185.00
3 (New No. 65)	195.00
4	240.00
6	310.00
8	410.00

Combination Boiler and Heater—
No. 30, Royal Auto.. 78.15
No. 40, ditto with Thermostat 91.25
Marvel, ditto, less Thermostat 35.70
No. 40, ditto..... 45.00

LEAD GOODS

HALF AND HALF SOLDER — 500 lb. lots, $33.35; 100 lb. lots, $34.70; less, $36.00.
EXTRA WIPING SOLDER—500 lb. lots, $30.00; 100 lb. lots, $31.35; less, 32.70.
Wire Solder, Smooth, $36.75.
CALKING LEAD — 2000 lb. lots, $9.15; 500 lb. lots, $9.50; Less, $9.80.
PIG LEAD — 2000 lb. lots, $9.50; 500 lb. lots, $9.80; less, $10.15.
SHEET LEAD — Full Rolls, $14.50; Cut Pieces, full width, $14.80; Cut Pieces, odd sizes, $15.80.
¼-inch Lead Tubing, $17.75.
Bar Tin, $80.00.
Block Tin Pipe, full reel and coils, $61.70.
Block Tin Pipe, cut pieces, $70.00.
LEAD BENDS — 4x5½x10, $1.60 each; 4x5½x12, $1.85; 4x5½x15, $2.15; 4x5½x18, $2.50; 4x5½x20, $2.65; 4x10x10, $2.10; 4x10x12, $2.30; 4x10x15, $2.60; 4x10x18, $2.95; 4x10x20, $3.15.
LEAD PIPE—⅜-inch to 1¼-inch, full reels and coils, $11.75; 2, 3, 4-inch Lead Soil Pipe, full lengths, $11.75; Other sizes 2½ to 5-inch, full lengths, $13.40; Cut Pieces, all sizes, $13.10.
Note—Add to lead pipe when full reels are taken $2.70 per reel.
Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at $2.00 each net, no freight allowance, on receipt of prepaid B. L.
LEAD WASHERS—$26.20 per 100 lbs.
LEAD WOOL—$22.70 per 100 lbs.
TRAPS—Standard—1¼ Short "P," 55c each; 1¼ Long "P," 85c; 1½ Short "P," 80c; 1½ Long "P," $1.10. 1¼ Short "S," 65c; 1¼ Long "S," $1.00; 1½ Short "S," $1.00; 1½ Long "S," $1.50.
Extra Heavy—1¼ Short "P," 85c each; 1¼ Long "P," $1.25; 1½ Short "P," $1.20; 1½ Long "P," $1.60; 1¼ Short "S," 95c; 1¼ Long "S," $1.55; 1½ Short "S," $1.35; 1½ Long "S," $2.10.
COMBINATION BENDS AND FERRULES — 4x5½x12, $2.35 each; 4x5½x14, $2.60; 4x5½x16, $2.80.
COMBINATION FERRULES, LEAD AND IRON — 4x4, 55c each; 4x6, 95c; 4x8, $1.10: 4x10, $1.40; 4x12, $1.50; 4x14, $1.75; 4x16, $1.85.
Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.
Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent Less, 50 per cent.

PIPE

PIPE— Random	Wrought Steel Blk.	Wrought Steel Gal.	Wrought Iron Blk.	Wrought Iron Gal.	Standard Thread
⅛	5.75	8.50	....	....	.16
¼	5.75	8.50	11.10	14.35	.16
⅜	5.75	8.50	11.10	14.35	.16
½	5.00	9.25	11.35	14.55	.16
¾	8.75	11.25	13.90	17.55	.16
1	12.25	16.00	19.95	25.35	.18
1¼	16.75	21.75	26.95	34.30	.22
1½	20.00	25.75	32.20	40.95	.24
2	26.75	34.75	46.40	57.70	.30
2½	44.00	57.00	74.00	87.15	.46
3	57.25	74.50	96.75	113.95	.60
3½	74.00	94.75	116.35	163.15	.76
4	87.75	112.00	137.90	193.30	1.06
5	124.00	158.75	207.30	262.30	1.66
6	160.50	205.50	268.90	340.50	2.10
7	222.00	284.00	....	....	2.56
8, 25 lb.	233.00	298.00	....	....	3.00
9	326.00	....	....	....	3.76
10, 32 lb.	355.00	....	....	....	4.50
12	458.00	....	....	....	7.50

Cutting Charge—½ Standard Threading. All prices quoted per 100 feet.
Plugged and Reamed—2-in., $19.00; 2½-in., $61.75; 3-in., $80.50.

PIPE FITTINGS

CAST IRON — BLACK —

	¼	⅜	½	¾	1	1½	2	3	4
Bends, Y	....	....	.31	.43	.52	1.00	1.43	3.80	6.08
Bends, Rt. OP	....	....	.40	.46	.84	1.25	3.34	9.88	
Bends, Rt. CP	....	....	.27	.31	.32	.62	.87	2.58	7.60
Bushings	.06	.06	.06	.07	.09	.13	.19	.40	.66
Crosses	....	....	.24	.32	.41	.81	1.14	3.04	....
Elbows, 90 dg	.08	.08	.09	.12	.16	.31	.43	1.14	1.82
Elbows, 45 dg	.09	.09	.11	.15	.18	.37	.52	1.37	2.20
Elbows, Red	....	....	.09	.11	.14	.18	.35	.49	1.29	2.13
Plugs	.03	.03	.03	.05	.06	.10	.14	.36	.58
Tees	.12	.12	.14	.18	.23	.44	.63	1.67	2.66

MALLEABLE — BLACK —

Bends, Rt. OP	....	....	.27	.34	.58	1.33	1.70	....	....
Bends, Rt. CP	....	....	.22	.25	.48	.78	1.13	....	....
Caps	.04	.05	.06	.10	.13	.23	.38	.90	1.50
Crosses	.08	.14	.21	.30	.48	.55	.75	2.25	4.35
Crosses, Red	....	....	.13	.23	.32	.58	.70	1.25	3.65	7.00
Couplings, R.H.	.04	.07	.09	.15	.15	.30	.48	1.40	....
Elbows, St	.05	.07	.11	.19	.19	.34	.65	2.15	5.00
Elbows, Red	.16	.10	.12	.18	.20	.35	.65	1.88	4.00
Elbows, 45 dg	.04	.05	.09	.14	.21	.45	.65	1.45	2.90
Elbows, 90 dg	.06	.08	.10	.10	.16	.30	.50	1.50	3.26
Locknuts	.03	.03	.05	.10	.14	.19	.22	.50	.90
Reducers	.10	.06	.09	.13	.20	.26	.45	1.20	1.60
Tees	.07	.11	.13	.12	.18	.40	.68	1.85	3.75
Tees, Red	.18	.13	.17	.24	.23	.50	.88	2.30	4.65
Tees, 4-Way	....	.12	.18	.24	.43	.90	1.60	....	....

MALLEABLE — GALVANIZED —

Bends, Rt. OP	....	....	.40	.50	.83	2.18	2.83	6.25	....
Bends, Rt. CP	....	....	.35	.38	.70	1.25	1.98	....	....
Caps	.06	.08	.09	.14	.19	.38	.60	1.50	2.50
Crosses	.11	.20	.30	.45	.60	1.00	1.30	3.75	7.15
Crosses, Red	....	.19	.34	.75	.85	1.00	1.60	4.80	9.20
Couplings, R.H.	.07	.10	.14	.23	.26	.50	.78	1.85	....
Elbows, 90 dg	.08	.12	.14	.14	.25	.45	.75	1.90	4.00
Elbows, Red	.22	.15	.18	.27	.32	.60	1.00	2.35	5.05
Elbows, 45 dg	.06	.09	.13	.21	.32	.65	.90	1.80	3.65
Elbows, St	.08	.11	.16	.29	.32	.58	1.00	2.70	6.40
Locknuts	.04	.05	.08	.15	.21	.35	.75	1.45	
Reducers	.14	.09	.14	.19	.30	.43	.73	1.60	2.70
Tees	.10	.16	.19	.19	.29	.60	1.05	2.30	4.70
Tees, Red	.28	.20	.24	.36	.37	.75	1.10	2.85	5.80
Tees, 4-Way	....	.17	.27	.35	.63	1.25	2.05	....	....

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—

	⅜	½	¾	1	1½	2	3	4
Cl Sh.....	3.42	4.28	4.80	6.40	10.40	14.40	30.75	58.25
Long.....	5.14	5.98	7.20	10.40	16.00	17.25	46.00	82.00
4-in. Long..	5.98	6.85	....	....	....	....	....	.....
5-in. Long..	6.84	8.56	8.80	12.00	16.00	20.50	....	.....
6-in. Long..	8.56	10.26	10.40	14.40	23.20	24.35	54.40	.....

NIPPLES—GALVANIZED—Per 100—

Cl. Sh.....	5.40	5.40	6.84	9.40	17.96	23.08	47.90	97.25
Long.....	9.90	9.90	11.98	16.24	29.92	32.15	75.25	134.65
4-in. Long	10.80	11.70	....	....	....	....	....	.....
5-in. Long	13.50	14.40	15.40	20.52	26.70	35.55	....	.....
6-in. Long	15.30	16.20	17.96	23.94	31.50	41.75	89.00	.....

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, ¼-inch to ½-inch, $10.40 each; No. 1, ¼-inch to 1-inch, $13.65; No. 1½, ¾-inch to 1¼-inch, $12.35; No. 1¾, $12.35; No. 2, 1¼-inch to 2-inch, $18.85; No. 3, 2½-inch to 3-inch, $45.50.

Extra Dies and Bushings—List plus 50 per cent.

Miller's Reversible Ratchet Stocks and Dies—"B" complete, ¼-inch to 1-inch, $21.20 each; "C," 1-inch to 1½-inch, $24.05; "D," 1¼-inch to 2-inch, $28.10.

Extra Dies, Bushings and Die Frames, List plus 30 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, ⅛ to ½-inch, $10.80 each; No. 2, ¼ to 1-inch, $14.40; No. 2½, ½ to 1¼-inch, $16.80; No. 3, 1 to 2-inch, $25.20.

Extra Dies—List plus 30 per cent. All other Repairs list plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, ⅛ to ¾-inch, $26.60 each; ¼ to ¾-inch, $22.40; ½ to ¾-inch, $14.00.

Dies with Heads—⅛, ¼ or ⅜-inch, $4.20; ½ or ¾-inch, $4.90.

Extra Dies (4 segments), all sizes, $2.80 each.

Ratchet only, $4.20.

No. 0 complete, ⅛ to ¾-inch, $22.40. R. H. Dies, complete, 8 sets, $9.00. L. H. Dies complete, 5 sets, $15.00.

No. 1 complete, 1 to 2-inch, $26.40.

1-A Ratchet complete, 1 to 2-inch, $33.00. Dies complete (3 sets), 1¼, 1½, $6.75. Same, Single Set, 4 pieces, $2.25. 2-inch Dies for No. 1 or 1-A, $3.25.

No. 2 complete, 2½ to 4-inch, $110.00. Dies, complete, 4 sets, $35.20. Dies, single sets, 5 pieces, $8.50.

No. 3 complete, 4½ to 8-inch, $330.00. Dies, complete, 5 sets, $66.00; Dies, single sets, 5 pieces, $13.20.

No. 4 complete, 9, 10 and 12-inch, $550.00. Dies complete 3 sets, $66.00. Dies, single set, 5 pieces, $22.00.

N . 10 complete, 1 to 2-inch, $36.40. R. H. Dies complete, 4 pieces, $5.52. L. H. same, $5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, $44.20.

No. 25, complete, 2½ to 6-inch, $253.04. Dies, complete, 4 pieces, $8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, $660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, ¾ to 1-inch, $30.60 each. Extra Die Heads and Chasers, ¾-inch, $5.10; ⅛ or ¾-inch, $5.96; 1-inch, $6.80. Extra Chasers, any size (4), $2.76.

No. 6 Beaverette, complete, ¼ to ¾-inch, $24.00. Extra Dies, per set, $4.50.

No. 23 Stock and Die, complete, 1-inch to 2-inch, $26.40. Extra Die Heads, ½ or ¾-inch, $6.06.

No. 25, complete, 1 to 2-inch, $36.00. Extra Dies, per set, $4.66.

No. 26, Ratchet, complete, 1 to 2-inch, $42.00.

No. 41, complete, 2½ to 4-inch, $110.00. Extra Dies, per set, $12.00.

No. 61, complete, 2½ to 6-inch, $264.00. Extra Dies, per set, $26.60.

Other repair parts for No. 6—List plus 50 per cent.

Other repair parts for 23, 25, 26, 41 and 61—List plus 33 1-3 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, ⅛ to 2-inch, $5.00 each; 18-inch, 1 to 5-inch, $10.00. Extra Straps— 12-inch, $1.00; 18-inch, $2.00. Basin Wrench, $2.30; Spud Wrench for Radiator Nipples, $3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, ⅛ to ¾-inch, $3.50 each; No. 31 or 11, ⅛ to 1½-inch, $5.00; No. 32 or 12, ¼ to 2½-inch, $7.20; No. 33 or 13, ¾ to 4-inch, $10.00; No. 33½ or 13, 1 to 6-inch, $13.00; No. 34 or 14, 1½ to 8-inch, $16.00; No. 35 or 15, 2 to 12-inch, $26.00. Extra Parts, List plus 70 per cent.

Agrippa Chain Wrenches—No. 21, ⅛ to 1½-inch, $6.50 each; No. 22, ¼ to 2½-inch, $9.30; No. 23, ¾ to 4-inch, $13.00; No. 23½, 1 to 6-inch, $16.75; No. 24, 1½ to 8-inch, $20.50; No. 25, 2 to 12-inch, $33.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, $18.00 each; No. 1, 2 to 6-inch, $32.00; No. 2, 2½ to 10-inch, $64.00; No. 3, 3 to 14-inch, $120.00.

Walworth Reversible Bostong Wrenches—No. 2, ¼ to 2-inch, $11.00.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, ⅛ to 2-inch, $4.50 each; No. 2, ½ to 2-inch, $6.00; No. 3, 1½ to 3-inch, $10.00; No. 4, 2½ to 4-inch, $20.00; No. 5, 4 to 6-inch, $30.00; No. 6, 6 to 8-inch, $40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels — No. 1, 60c each; No. 2, 72c; No. 3, $1.60; No. 4, $2.00; No. 5, $2.20.

Saunders Roller Type—No. 1, ⅛ to 1-inch, $3.90 each. No. 2, 1 to 2-inch, $5.96; No. 3, 2 to 3-inch, $14.30; No. 4, 2½ to 4-inch, $23.40; No. 5, 4 to 6-inch, 36.40. Extra Parts, List plus 40 per cent.

Knurled Wheels — No. 1, 60c each; No. 2, 72c; No. 3, $1.32.

Trimo—No. 1, ⅛ to 1¼-inch, $4.95 each: No. 2, ½ to 2-inch, $6.60; No. 3, 1¼ to 3-inch, $11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, ⅛ to 1-inch, $27.00 each; No. 5, ⅛ to 2-inch, $30.00; No. 10, 2½ to 4-inch, $120.00.

Extra Knives, per set—No. 1, $1.80 each; No. 5, $2.24; No. 10, $3.74.

Toledo—No. 250, 2½ to 6-inch, $168.00 each. Extra Blades (Set of 4), $1.76.

MISCELLANEOUS CUTTERS—Chesterton or Fletcher Gauge Glass Cutter, A5903, $4.00 each.

Gasket Cutter, $1.80.

PIPE TAPS AND REAMERS—R. H. A4201—⅛ to 1-inch, List less 20 per cent; 1¼ to 2-inch, List less 10 per cent; 2½ to 3-inch, List plus 40 per cent; 3½ to 4-inch, List plus 70 per cent..

L. H. A4201 and Reamers A4202—⅛ to 1-inch, List plus 10 per cent; 1¼ to 2-inch, List plus 32 per cent; 2½ to 3-inch, List plus 70 per cent; 3½ to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, ¼ to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, ⅜ to 1¼-in., $12.48 each; E4851, ⅜ to 3-inch, $18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—¾ to 3-inch, $19.20 each.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top —

No.	Each.
18, 12x36	12.00
24, 12x48	12.00
30, 12x60	12.00
40, 14x60	16.35
52, 16x60	28.00
66, 18x60	48.00
82, 20x60	58.00
100, 22x60	80.00
120, 24x60	90.70
144, 24x72 .....146.70	
168, 24x84 .....135.35	
192, 24x96 .....160.00	

Standard Galvanized Horizontal—

No.	Each.
30, 12x60	13.20
40, 14x60	18.00
52, 16x60	30.80
66, 18x60	52.80

Double Extra Heavy, Vertical, six- year guarantee—

30, 12x60	20.00
No.	Each.
40, 14x60	26.70

Extra Heavy Galvanized Vertical or Horizontal—

No.	Each.
30, 12x60	14.70
40, 14x60	19.35
52, 16x60	37.35
66, 18x60	68.70
82, 20x60	82.00
100, 22x60 .....112.00	

Graves 300-lb. W. P. 6 year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.
30, 12x60 .....47.50	
40, 14x60, ...57.35	

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—

No.	Each.
30, 12x60	43.35
40, 14x60	50.70
52, 16x60	76.70
66, 18x60 .....110.00	
82, 20x60 .....138.35	
100, 22x60 .....166.70	

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Range Boilers—Continued.

Boiler Stands—			
Hawks Universal.....	2.35	20-in. American Ring..	6.00
Sanders Adjustable...	1.00	22-in. American Ring..	8.00
Foster	1.50	24-in. American Ring..	9.35
12-in. American Ring..	2.20	½-in. Range Boiler Relief Valves	2.00
14-in. American Ring..	2.55	½-in. Stack Combination Relief Valves & Faucets, Set 85 lbs.....	7.35
16-in. American Ring..	3.60	Ditto, Set 150 lbs.....	7.35
18-in. American Ring..	5.00		

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—P910, P6450—3-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.

P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $78.35.

P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.35; 6x30-in., $96.70; 6x24-in., $113.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.85; H1635, P6503, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall Fountain with Trays, $17.75; B7500, Self Closing Sink Bubbler, $6.75; B7600, Self Closing Sink Bubbler, $4.75; B7800, Self Closing Swinging Sink Bubbler, $10.35; B8000, Self Closing Swinging Basin Bubbler, $8.00; B8100, Self Closing Basin Bubbler, $6.35; B8200, Self Closing Basin Bubbler, $14.00; B8300, Self Closing Swinging Basin Bubbler, $11.75; B8700, Nozzle ⅜-in. I. P., $1.20.

GLAUBER DRINKING FOUNTAINS—H503A, $8.00; H504E, $7.55; H510A, $8.55; H510B, $8.55.

MUELLER DRINKING FOUNTAINS—E3728, $8.70; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.

P6991, P6706-7, P6715-16, P6720-21 — 20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.

P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70.

P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.

P6814—22x26-in., $4.00.

P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.

P6817-18, P6822-23, P6826-27—20x30-in., $3.50.

ADJUSTABLE SINK LEGS — P6992—Type "A"—Painted, $3.00 each; enameled, $4.00.

Type "B"—Painted, $3.50 each; Enameled, $5.35.

The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS — K1176, C730, P7010 — 20-in., $5.35; 24-in., $6.35; 30-in., $6.70; 36-in., $10.35; 40-in., $12.35; 42-in., $12.70; 48-in., $16.35.

END PIECES—K1182, P7012—18-in., $5.70; 20-in., $6.20; 22-in., $6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., $7.75; 14x20-in., $8.35; 16x24-in., $8.80; 18x24-in., $9.60; 18x30-in., $9.60; 18x36-in., $14.40; 20x24-in., $10.20; 20x30-in., $10.60; 20x36-in., $15.70; 22x36-in., $16.35; 20x40-in., $20.00; 24x48-in., $26.70.

STEEL SINKS — New Era Galvanized — 16x24-in., $4.40; 18x30-in., $5.90; 18x36-in., $7.60; 20x30-in., $7.10; 20x36-in., $9.00; 20x40-in., $9.35.

New Era, Painted — 16x24-in., $4.00; 18x30-in., $5.10; 18x36-in., $6.50; 20x30-in., $6.30; 20x36-in., $7.80; 20x40-in., $8.00.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., $53.40; 10-gal., 12½x14-in., $93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., $36.00; 18x22-in., $42.00; 20x22-in., $44.00; 20x24-in., $46.70.

K1212, P7235—16x20-in., $34.00; 18x22-in., $40.00; 20x22-in., $42.00; 20x24-in., $44.70.

K1280, C670, P7274—Enameled inside, with 2-in., outlet and N. P. Duplex Strainer—16x16x10-in., $10.70; 16x16x12-in., $12.40; 20x14x12-in., $12.40; 20x16x12-in., $14.00; 22x20x12-in., $18.00; 24x18x12-in., $16.35; 24x20x12-in., $17.70; 30x20x12-in., $28.00; 36x20x12-in., $31.70.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, $12.00; Enameled all over, $15.00.

SEWER PIPE

VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.

BRANCHES AND CURVES—3-inch, 85c each; 4-inch, $1.10; 6-inch, $1.50; 8-inch, $2.15; 10-inch, $3.00.

TRAPS—3-inch, $2.15 each; 4-inch, $2.70; 6-inch, $3.75; 8-inch, $6.40; 10-inch, $8.95

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of $1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

WANTED

Wanted: to hear from owner of good hardware store for sale. State cash price, particulars. D.F.Bush, Minneapolis, Minn. (J.A.S.)

FOR SALE

For Sale, hardware and implement stock in the Willamette Valley. Town about 1800 population. Good dairy and agriculture community. Will invoice about $11,000. Owner has other interest to look after. Address W. E. C., care HARDWARE WORLD, Portland, Ore. (tf)

FOR SALE

Hardware business in good farming district in Yakima Valley. Clean selected stock $7,000 can swing deal. A. J. T., care HARDWARE WORLD. (A. S.)

HARDWARE SALESMEN, ATTENTION!

An opportunity is offered to hardware salesmen covering retail field to make extra money in a line of live sellers. Repeat orders come regularly, assuring steady income. Write for information. F. B. E., care HARDWARE WORLD, St. Louis. (A. S.)

WANTED

Wanted—Live representation on a commission basis for factory, manufacturing a high grade, popular priced line of bathroom fixtures. Excellent side line for wide awake salesman. Write for territory and particulars. Keystone Specialties Co., East Stroudsburg, Penn. (tf)

WANTED

A hardware and implement man thoroughly experienced. Both wholesale and retail. Can take charge of department. Am married and want permanent connections. Might buy interest if everything satisfactory. Box 20, care HARDWARE WORLD, San Francisco. (1)

WANTED

Salesman desires to connect with wholesale house or agency with lines going to the hardware trade of California. J. J. Haegely, 3737 E. 14th St., Oakland, Cal. (1)

FOR SALE

Hardware business, located No. Central Illinois. Established 50 years. Live town. Address 248, care HARDWARE WORLD. (1)

WANTED HARDWARE SALESMAN

Wanted—Hardware salesman. Capable of taking charge of store. New store, fast growing young city near San Francisco. Splendid opening, must invest in business. Give full details, experience, salary, etc., in answer. Address "Partner," HARDWARE WORLD, San Francisco, Cal.

EXCHANGE

Double house, best repair. Valued at $10,000. Clear of incumbrance. Income $80 per month. Close in on paved street, always occupied. Will furnish photograph. Located in a college city of 2500—Northern Illinois. Want small hardware stock in small town, no buildings, Northern Illinois preferred. Will take mortgage back on property for difference. Address W. A., care HARDWARE WORLD, St. Louis. (1)

SALESMAN WANTED

Experienced salesman calling on hardware trade to carry, as side line, an established line of quality razor strops, 100% margin, a guaranteed line, free display fixture, counter cards, user literature, etc., makes it easy to interest dealers. A money making proposition for some hustler in your territory. Address Manufacturer, Box 167, HARDWARE WORLD, St. Louis, Mo. (1)

FOR SALE

For Sale — Good hardware store — good home and 14.40 acres Thomson seedless vineyard in Sacramento Valley. Write HARDWARE WORLD for information. (tf)

SALESMAN FOR MANUFACTURER'S LINES

Wanted a hardware or plumbing supply salesman to sell manufacturer's lines to jobbers. An excellent future. Applicant please state age, experience and salary desired. All replies will be kept strictly confidential. Box 755, HARDWARE WORLD, Phelan Building, San Francisco. (1)

FOR SALE

For Sale—Clean and up-to-date stock of hardware in good town. In a thriving section of Louisiana. Will invoice, with fixtures, about $10,000. Good reasons for selling. This will bear the closest investigation. Address Box 12, care HARDWARE WORLD, St. Louis, Mo. (1)

IXL FORD STABILIZER

Makes a Ford drive like a real car. Insures safety on rough roads. Easily installed. Send P. O. order for $1.50 for sample, prepaid; money back if not as represented. Live agents wanted—pick your territory, but speak quick. Wm. Anwyl Jones, Fairoaks, California. (1)

POSITION WANTED

A hardware traveling salesman in the best accepted sense of that term. Has a successful selling record and knows the trade in Montana, Idaho, Washington and Oregon, both jobbers and retailers. Warm endorsement from Pacific Coast jobbers. Will consider a factory line. I am now engaged. Can accept October 1st. Address Box 1012, care Hardware World, St. Louis.

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Shot Cartridges—

	Black.	Smokeless.
22 Long	$0.65	$0.76
44 Win. Wd. End	1.70	2.00
44 Mar. Game Getter	1.70	1.95
44 XL	1.85	2.10
40-82	1.65	...
45-70	1.65	...
Blank Cartridges—		
22	$0.20	
32 S. & W.	.75	
38 S. & W.	.90	
Caps and Primers—		
Percussion Caps	.25	
Muscat Caps	.30	
Primers, 100 in box	.50	
Primers, 250 in box	1.15	
New No. 4 and 33 Primers	.60	
Wads—		
Cardboard, box of 250	.20	
Blk. Edge, Reg. box of 250	.60	
Blk. Edge, ¼" box of 125	.45	
Blk. Edge, ¼" box of 250	.90	
Rim Fire, Cartridges—		

	Semi-Smokeless.	Smokeless.
BB Caps	$0.35	$0.35
CB Caps	.45	.45
22 Short	.35	.35
22 Short H P	.30	.35
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.35	.40
22 Long Rifle H P	.40	.50
22 S. & W. Long	.35	.40
22 Extra Long	.55	...
22 W R F	.55	.60
22 W R F, H P	.60	.65
22 Win & Rem Auto	...	.60
22 Win & Rem Auto, H P	...	.65
25 Short Stevens	.60	...
25 Stevens	.65	...
32 Short	.60	...
32 Long	.70	...
38 Short	1.00	...
38 Long	1.20	...
41 Short	1.00	...
41 Long	1.05	...
Center Fire, Cartridges—		
32 Win SS	1.50	1.75
22-15 Stevens	.65	...
25-20 Stevens Lead Blt.	1.85	2.05
25-20 Stevens S.P.& M.C.	1.90	2.20
25-20 Mod. 92 Lead	1.65	1.90
25-20 Mod. 92 S.P.& M.C.	...	2.00
25-20 Mod.92 H.V.S.P.& M.C.	...	2.15
25 Colts Auto	...	1.60
30 Bor S.P.& M.C.	...	2.60
30 Luger S.P.& M.C.	...	2.60
30 Mau S.P.& M.C.	...	2.60
30 Mau in Clips S.P.& M.C.	...	1.35
32 Smith & Wesson	1.15	1.25
32 S.& W. Metal Pt.	...	1.30
32 S.& W. Long	1.15	1.35
32 S.& W.Long Metal Pt.	...	1.45
32 Short Colts	1.15	1.25
32 Long Colts	1.25	1.35
32 Colts New Police or Police Pos.	1.25	1.35
32 Colts Auto S.P.& M.C.	...	1.75
32 Win or 32-20 Lead Blt.	1.65	1.90
32 Win or 32-20 S.P.& M.C.	...	2.00

32 Win or 32-20 H.V.S.P.& M. C.	...	2.15
35 S.& W.Auto S.P.or M.C.	...	1.75
38 S. & W.	1.40	1.55
38 S. & W. Mtl. Pt.	...	1.60
38 S. & W. Special	1.70	1.80
38 S. & W. Special Mtl. Pt.	...	1.95
38 Colts New Police or Police Pos.	1.40	1.55
38 Colts New Police or Police Mtl. Pt.	...	1.65
38 Short Colts	1.40	1.55
38 Long Colts	1.50	1.65
38 Colts Auto S.P.& M.C.	...	2.50
380 Colts Auto S.P.& M.C.	...	2.40
9 M-M Lug. S.P.& M.C.	...	2.75
38-40 Lead Bullet	2.00	...
38-40 S.P.& M.C.	...	2.45
38-40 HI.Vel.S.P.& M.C.	...	2.70
41 Short Colts	1.65	1.80
41 Long Colts	1.90	2.15
44 S. & W. Am.	2.00	...
44 S. & W. Rus.	2.15	2.30
44 S. & W. Spec.	2.30	2.50
44 Win or 44-40 Ld. Blt.	2.00	...
44 Win or 44-40 S.P.& M.C.	...	2.45
44 Win or 44-40 H. V. S.P.& M. C.	...	2.70
44 Game Getter	2.00	2.25
44 Webley	1.80	...
44 Bull Dog	1.75	...
45 Webley	2.25	...
45 S. & W.	2.40	...
45 Colts	2.15	2.40
45 Colts Auto	...	2.90
50 Rem. Pistol	...	2.25
Rifle Cartridges—		
Cost—Factory List Less 10-5%.		

	Semi-Smokeless.	Smokeless.
22 HI.Pr.Savg.S.P.&M.C.	...	$1.55
6 M-M S.P.&M.C.	...	2.20
6 M-M Short RangeS.P.&M.C.	...	1.85
7 M-M Mauser S.P.&M.C.	...	2.20
7-65 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mann S.P.&M.C.	...	2.20
9 M-M Mann S.P.&M.C.	...	2.30
25-21 Stevens S.P.&M.C.	$0.90	1.10
25-25 Stevens S.P.&M.C.	.90	1.10
25-36 Marlin S.P.&M.C.	...	1.40
25 Rem.S.P.&M.C.	...	1.40
25-35 Win.S.P.&M.C.	...	1.40
25-35 Short Range Lead	...	1.30
250-3000 Savg.S.P.& M.C.	...	1.75
256 Newton S.P.& M.C.	...	2.25
280 Ross Win & UMC Make	...	2.50
280 Ross, Ross M'keC.T.&M.C.	...	2.65
30-30 S.P.&.M.C.	...	1.55
30-30 Miniature M.C.	...	1.50
30-30 Short Range Lead	...	1.30
30 Rem.S.P.& M.C.	...	1.55
303 Savg.S.P.& M.C.	...	1.55
303 Savg.Min.M.C.	...	1.50
303 Savg. Short Range ad	...	1.30
30 Newton	...	2.50
30 Springfield 03 Rimless S.P. & M. C.	...	2.25
30 Springfield 06 Rimless S.P. & M. C.	...	2.25
30-220 Win. or Krag S.P.&M.C.	...	2.10
30-220 Win.or Krag S.P.&M.C., Middle Range	...	1.80

303 British S.P.& M.C.	...	1.55
2 Rem.	...	1.55
2 Win. Self Ldg. S.P.& M.C.	...	2.75
32 Win. Spcl. S.P.& M.C.	...	1.55
32-40 Lead	1.20	...
32-40 S.P.& M.C.	...	1.40
32 Hi.Vel.S.P.& M.C.	...	1.55
32-40 Short Range Lead	...	1.20
32-40 Miniature M.C.	...	1.25
5c a box off 100 lots.		
10% off 500 lots.		
SHELLS LOADED—		
MEDIUM GRADE.		
BULK—SMOKELESS.		
12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot		$1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot		1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot		1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot		1.35
3¼ drs. x Buck shot, drop shot		1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot		1.15
2¾ drs. x ⅞ oz., BB shot, drop shot		1.25
20 2¼ drs. x ¾ oz., 18 grs. x ¾ oz., drop shot		1.15
HIGH GRADE SMOKELESS		
12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot		1.40
3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz.,, chilled shot		1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot		1.30
20 2¼ drs. x ¾ oz., chilled shot		1.25
2½ drs. x ⅞ oz., chilled shot		1.35
Trap Loads—		
12 3 drs. x 1¼ oz., 7½ chilled		1.35
3⅛ drs. x 1¼ oz., 7½ chilled		1.40
Black Powder—Loads—		
12 3¼ drs. x 1⅛ oz., drop shot		1.05
Caps and Primers—		
Percussion	.30	...
Musket Caps	.25	...
Primers, 100 in box	.35	...
Primers, 250 in box	.80	...
Empty Paper Shells—Black pow.—		
12, 16, 20 Ga., per 100		2.00
10 Ga. per 100		2.30
MEDIUM GRADE SMOKELESS—		
12, 16, 20, 28 Ga. per 100		1.80
10 Ga. per 100		2.10
HIGH GRADE SMOKELESS—		
12, 16, 20, 28 Ga.		2.55
10 Ga. per 100		2.65
Empty Brass Shells—		
Best Quality 12, 16, 20, 28; box 25		3.00
2nd Quality 12, 16, 20, 28; box 25		2.30
Wads—		
Cardboard, box 250		.20
Black Edge, Reg., box 250		.50
Black Edge, ¼ in., 125 in box		.40
Black Edge, ¼ in., 250 in box		.80

ADZES—UNHANDLED—
Lipped Ship—White, Barton's or Colliers's, 5½ in., $7.25; 6-inch, $7.75.
Plain Ship—Plumb, No. 780, $3.00; Hunt's, $2.75.
Carpenter's—Plumb, Nos. 740, 750, $2.50; Hunt's, $2.25.
Railroad—Plumb, No. 770, $2.70; American, $1.75.

ALUMINUM WARE, CAST—
Griddles—Size 7, $2.65; 8, $3.00; 9, $350; 12, $3.75.
Kettles, Berlin — 2½ qts., $4.50; 4, $5.25; 5, $6.25; 6, $6.50.
Kettles, Maslin—4 qts., $4.00; 6, $4.50; 8, $6.00; 12, $8.25.
Kettles, Tea—Size 6, $5.50; 7, $5.75; 8, $6.25.
Pans, Lipped Sauce—2 qts., $3.65; 3, $4.00; 4, $4.50.
Skillets—Size 6, $2.75; 7, $2.85; 8, $3.15; 9, $3.65.
Spoons, Basting—15-inch, 30 cents.
Spoons, Mixing—13-inch, 30 cents.

Waffle Moulds—Size 7, low, $4.00; 8, low, $4.00; 7, deep, $4.00; 8, deep, $4.50.

ALUMINUM WARE, PRESSED—

Boilers, Rice—		4 quart	1.50
1½ quart	1.65	6 quart	1.90
3 quart	2.50	8 quart	2.25
Cups—		10 quart	2.50
Collapsible	.15	Kettles, Preserving—	
Measuring	.20	4 quart	1.25
Covers, Pot—		6 quart	1.60
8 inch	.20	10 quart	2.10
8½ inch	.20	14 quart	2.75
9½ inch	.25	Kettles, Tea—	
10½ inch	.35	5 quart	2.50
11½ inch	.40	6 quart	3.00
Kettles, Convex—		8 quart	3.25
2 quart	1.00		

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RETAIL SELLING PRICES—Continued

ALUMINUM WARE, PRESSED—Continued.

Ladles—	
½ pint	.20
Moulds, Jelly—	
2841 to 2848	.10
Pans, Biscuit—	
11⅝x7½x1½ inch	.60
Pans, Bread—	
9¾x5⅝x2¾ inch	.55
Pans, Cake—	
Round, Plain, 8⅞ in.	.80
Round, Plain, 9⅝ in.	.85
Rd., Loose Bot., 8⅞ in.	.45
Rd., Loose Bot., 9⅝ in.	.50
Square, Plain, 9½ in.	.80
Tube, Plain, 9 inch	.80
Tube, Plain, 9⅝ inch	1.10
Mountain, 9⅜ inch	.40
Pans, Corn Cake—	
6-cup	.75
12-cup	1.85
Pans, Dish—	
10 quart	2.10
17 quart	3.00
Pans, Fry—	
9⅞ inc	2.50
10¾ inch	2.75
Pans, Milk—	
6 quart	1.40
Pans, Pie—	
9¾ inch	.40
Pans, Pudding—	
1 quart	.45
2 quart	.60
4 quart	.90
Pans, Convex Sauce—	
1 quart	.65
3 quart	1.25
6 quart	1.85
Pots, Fireless Cooker—	
4 quart	1.35
6 quart	1.60
8 quart	2.00

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.
Sebco, 3-16x½ in., ¾ in., 1 in., $5.00 per hundred list; ¼x½ in., ¾ in., 1 in., $5.60 per hundred net.

ANVILS: Steel Face—20-lb., $6.75; 30-lb., $8.00; 40-lb., $9.50; 50-lb., $11.25. Wrought—Trenton, base, 80c lb.; Hay-Budden, base, 35c lb.
Advances for size on Hay-Budden anvils—20-29 lbs., cwt., $8.00; 30-39 lbs., cwt., $5.00; 40-49 lbs., cwt., $3.00; 50-59 lbs., cwt., $2.00; 60-69 lbs., cwt., $1.00; 70-79 lbs., 50c; 80-425 lbs., base.

ANTIMONY—Slab, 25c lb.

APRONS: Carpenter—100, 40c each: 24" 8-oz., white, 1 pocket, 101, each, 55c; 24" 8-oz., brown, 3 pockets, 102, each, 65c; 36" 8-oz., brown, 3 pockets, 105, each, $1.00; 48" 10-oz., brown, 7 pockets, 106, each, $1.95; 48" 10-oz., brown, 3 pockets, 16, each, $1.55; 48" 10-oz., closed leg, 7 pockets, 17, each, $2.10.
Lumberman's—36" 10-oz., brown, double front, no pockets, each, $1.05.
Teamster's—48" 10-oz., brown, 1 pocket, each, $1.55.

AUGERS—Greenlee or Snell's—

	⅝"	⅞"	1"	1¼"	1½"	2"
Boring	$1.25	$1.65	$1.85	$2.50	$3.00	$4.00
Carpenter's Nut	1.00	1.35	1.60	2.00	2.75	3.50
Ship, Screw	1.35	1.65	1.85	2.15	2.30	6.10
Ship, no screw	1.60	1.95	2.15	2.55	3.85	7.35

AUGERS—Post Hole—Iwan, 6-inch, $3.00 each; 7-inch, $3.25; 8-inch, $3.25. Vaughan's, 4 to 8-inch, $2.50.

ASBESTOS—
Mill Board, per sheet, cut, 15 cents.
Sheathing, 36-inch roll, Nos. 8 to 60, 15 cents.
Cement, dry, 100-lb. bags, $6.75.

ATHLETIC GOODS—See Sporting Goods.

AXES—
Double Bit, unhandled—3½, 4¾, 4, $2.25; 4¼, 4½, $2.50.
Single Bit, handled—Warranted, $2.50; second grade, $2.25; common, $2.00.
Fireman's—Hunt's, $3.25.
Boys'—Kelly's Perfect, $1.65; common, $1.50.
Broad: Hunt's—No. 10½, $6.50; No. 11, $6.75; No. 11½, $7.00.
Baker Pattern—6-lb., $6.00; 7-lb., $6.40; 8-lb., $6.75.
Hurd's Western Pattern—7-lb., $5.50; 8-lb., $6.00.
Hunters'—Hunt's No. 000, $1.25; Sayre's No. 50, $1..75; Sheaths, 75c.
Marble's Barton, Canada pattern—5-lb., $9.00; 6 to 7 lbs., $9.55; 7½ to 8 lbs., $10.15.
Marble's Canada pattern—5-lb., $9.25; 6 to 7 lbs., $9.80; 7½ to 8 lbs., $10.35.
Marble's Pocket—No. 2, $3.25; No. 3, $3.50; No. 5, $2.00; No. 6, $2.25.

BAGS—WATER—

Closed Top—		Sanitary Top—	
1-gal.	1.15	1-gal.	1.35
2-gal.	1.85	2-gal.	1.50
3½-gal.	2.10	3½-gal.	2.25
5-gal.	2.65	5-gal.	2.85

BABBITT METAL—XXXX Nickel, lb., 75c; Challenge and Genuine, 60c; Armature, 55c; Copper Hard, 30c; Genuine Liberty Motor, 60c; Magnolia, 50c; Merit (less than 280-lb. lots), 40c; Electric and X, 15c; XX, 12c; XXX, 10c. Frictionless—Pound, 50c.

BARS, CROW—Pinch Point, Wedge or Lining, 18c lb. Claw, 25-lb., 15c lb.; 30-lb., 15c lb. Ripping or Wrecking, ½x12-in., 25c each; ⅝x20-in., 35c; ⅝x24-in., 40c; ¾x24-in., 45c; ¾x30-in., 50c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers.

BELTING: Round Leather, 500-ft. reels—3/16" per foot, 5c; ¼" 10c; 5/16" 15c; ⅜" 20c.

BELTING—Rubber—

Inch	2-Ply	3-Ply	4-Ply	5-Ply	6-Ply	7-Ply	8-Ply
1	$0.18	$0.20	$0.24	....	....	....	....
1¼	.23	.26	.30	....	....	....	....
1½	.27	.31	.36	$0.45	....	....	....
1¾	.32	.36	.42	.53	....	....	....
2	.34	.39	.46	.58	$0.69	....	....
2½	.42	.48	.56	.70	.84	....	....
3	.48	.55	.65	.81	.98	....	....
3½	.57	.65	.76	.95	1.14	....	....
4	.61	.70	.82	1.03	1.23	$1.44	....
4½	....	.78	.92	1.15	1.38	1.61	....
5	....	.87	1.02	1.28	1.53	1.79	....
6	....	1.04	1.22	1.53	1.83	2.14	$2.44
7	....	1.22	1.43	1.79	2.15	2.50	2.86
8	....	1.31	1.54	1.93	2.31	2.70	3.08
9	....	....	1.73	2.16	2.60	3.03	3.46
10	....	....	1.92	2.40	2.88	3.36	3.84
11	....	....	2.11	2.64	3.17	3.69	4.22
12	....	....	2.30	2.88	3.45	4.03	4.60
13	....	....	2.50	3.13	3.75	4.38	5.00
14	....	....	2.69	3.36	4.04	4.71	5.36
15	....	....	2.88	3.60	4.32	5.04	5.72
16	....	....	3.08	3.86	4.62	5.40	6.16
18	....	....	3.46	4.32	5.20	6.06	6.98
20	....	....	3.84	4.80	5.76	6.72	7.68
22	....	....	4.22	5.28	6.34	7.38	8.44
24	....	....	4.60	5.76	6.90	8.06	9.20
26	....	....	....	6.26	7.50	8.76	10.00
28	....	....	....	6.72	8.08	9.42	10.76
30	....	....	....	7.20	8.64	10.08	11.52

BEVELS—Sliding T: Stanley 25 or Sargent 2B—6" 65c; 8" 75c; 10" 80c; 12" 90c.
Stanley No. 18 or Sargent 66B: 6" $1.00; 8" $1..10; 10" $1.25.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	⅝-in.	¾-in.	1-in.
Plain Rough brass	.80	1.05	1.35	....
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	.90	1.15	1.50	7.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	....

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.40	.75	.45	....	.25
4	.40	.65	.40	1.00	.25
5	.40	.65	.40	....	.25
6	.40	.65	.40	1.00	.30
7	.40	.65	.45	1.00	.30
8	.40	.65	.50	1.00	.35
9	.40	.75	.55	1.10	.35
10	.40	.75	.65	1.25	.40
11	.45	.90	.70	1.35	.45
12	.45	.90	.75	1.50	.45
13	.55	1.00	.80	1.65	.50
14	.55	1.00	.85	1.75	.55
15	.65	1.20	.90	1.85	.60
16	.65	1.20	.90	2.00	.65
17	....	1.50	1.10	....	.70
18	.75	1.50	1.10	....	.75
20	.90	1.80	1.25	....	.80
22	....	2.00	1.50	....	.85
24	....	2.25	1.75	....	1.10

Bitts: Standard Auger, in sets—8 bitts, 108-18¾ quarters, $4.50; 13 bitts, 113-32½ quarters, $7.05; 13 bitts, 13-32½ quarters, $6.00.
Irwin Auger, in sets—413, box, 32½ quarters, 13 bitts, $9.00; 413C, box, 32½ quarters, 13 bitts, $9.00.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.00; large, $2.75; Steers, small, $3.00; large, $3.75.
Expansive Bit Cutters—Clark's No. 1, 35c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 60c; No. 2, 60c; No. 3, 65c; No. 4, 70c.

BIT HOLDERS—Extension—

Millers Falls, No. 3—			
12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	....	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	....	....	....	4.75	6.75	10.00
Steel—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	....	1.65	....	2.25	5.50	8.75
Double Roller Bushed	....	3.30	....	4.10	10.00	15.00
Triple Roller Bushed	....	4.65	....	5.75	14.25	20.00
Snatch, Plain Bushed	....	....	....	4.10	6.00	8.75
Snatch, Roller Bushed	....	....	....	7.00	9.75	15.25

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RETAIL SELLING PRICES—Continued

BLOWERS—
Champion Blacksmith — No. 400, $47.25; No. 40, $27.75.
Buffalo—No. 700, $27.00; No. 200,, 12" $40.50; No. 200, 14" $47.25.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, $4.50; No. 2, $4.50.
Stanwell—$2.75.
Without Table (skirt boards)—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foot, $2.00.

BOARDS—(See Washboards).

BOLTS—Common Carriage (Per 100)—

	3/16" and ¼"	5/16"	⅜"	7/16"	½"
1½	$1.00	$1.40	$1.90	$2.30	$3.40
2	1.10	1.50	2.05	2.50	3.40
2½	1.20	1.65	2.25	2.75	3.40
3	1.30	1.75	2.40	2.95	3.70
3½	1.40	1.90	2.55	3.15	4.00
4	1.50	2.00	2.70	3.35	4.30
4½	1.60	2.15	2.85	3.60	4.65
5	1.70	2.25	3.05	3.80	4.90
5½	1.80	2.35	3.20	4.00	5.20
6	1.90	2.50	3.35	4.20	5.50
6½	2.10	2.75	3.70	4.40	5.75
7	2.20	2.90	3.80	4.65	6.00
8	2.35	3.15	4.20	5.00	6.65
9	2.65	3.35	4.50	5.50	7.25
10	2.85	3.60	4.85	5.90	7.80
11	...	...	5.25	6.30	8.40
12	...	...	5.50	6.75	9.00
14	...	...	...	...	10.25
16	...	...	...	...	11.25
18	...	...	...	...	12.50
20	...	...	...	...	13.75

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛"	5-32"	3-16"	¼"		5-16"			⅜"	
⅜	.10	.45	.10	.45	...	...	...	...	...	...
7/16	.10	.45	.10	.45	.10	.60	...	...	...	...
½	.10	.45	.10	.45	.10	.60	...	...	...	...
⅝	.10	.45	.10	.45	.10	.60	...	...	...	...
¾	.10	.45	.10	.45	.10	.65	...	...	...	...
⅞	.10	.45	.10	.45	.10	.65	.15	.95	.20	1.40
1	.10	.45	.10	.45	.10	.65	.15	.95	.20	1.40
1¼	.10	.50	.10	.50	.10	.70	.15	1.00	.20	1.45
1½	.10	.55	.10	.55	.15	.75	.15	1.05	.25	1.55
1¾	.10	.60	.10	.60	.15	.80	.20	1.10	.25	1.60
2	.10	.60	.10	.60	.15	.80	.20	1.15	.25	1.70
2¼	...	...	.10	.65	.15	.85	.25	1.20	.30	1.80
2½	...	...	.10	.65	.15	.90	.25	1.25	.30	1.90
3	...	...	.15	.75	.15	1.00	.25	1.35	.30	2.10
3½	...	...	.15	.85	.20	1.10	.25	1.50	.35	2.30
4	...	...	.15	1.00	.20	1.20	.25	1.65	.40	2.50

BOLTS — Machine, Square Head and Nut — (Per 100):

	¼"	3/16"	⅜"	7/16"	½"	⅝"	¾"	⅞"
1½"	$1.55	$1.80	$2.20	$2.75	$ 3.60	$ 5.20	$ 7.70	$10.40
2"	1.65	1.90	2.35	3.00	3.85	5.60	8.15	11.10
2½"	1.75	2.10	2.50	3.20	4.15	5.95	8.75	11.85
3"	1.80	2.15	2.65	3.40	4.40	6.35	9.25	12.50
3½"	1.85	2.30	2.80	3.60	4.70	6.70	9.80	13.20
4"	1.90	2.40	2.90	3.85	4.95	7.00	10.45	13.85
4½"	2.20	2.70	3.30	3.95	5.10	7.45	10.90	14.60
5"	2.25	2.85	3.45	4.20	5.40	7.80	11.45	15.25
5½"	2.30	3.00	3.70	4.40	5.65	8.35	12.00	15.95
6"	2.40	3.10	3.85	4.55	5.90	9.55	12.55	16.75
6½"	2.50	3.20	3.95	4.80	6.15	8.90	13.20	17.45
7"	2.60	3.30	4.10	4.95	6.45	9.35	13.65	18.15
8"	2.75	3.60	4.45	5.35	6.95	10.00	14.70	19.40
9"	2.85	3.75	4.80	5.75	7.45	10.75	15.85	20.80
10"	3.00	4.00	5.05	6.15	7.90	11.50	16.85	22.25
11"	3.20	4.30	5.40	6.55	8.50	12.35	17.95	23.65
12"	3.35	4.50	5.75	6.95	8.95	13.20	19.10	25.00
13"	....	....	....	....	9.50	14.00	20.15	26.40
14"	....	....	....	....	10.15	14.60	21.25	27.75
15"	....	....	....	....	10.50	15.40	22.35	29.15
16"	....	....	....	....	11.00	16.00	23.50	30.50
17"	....	....	....	....	11.50	16.85	24.60	31.90
18"	....	....	....	....	12.10	17.60	25.60	33.25
19"	....	....	....	....	12.65	18.30	26.65	34.65
20"	....	....	....	....	13.25	19.10	27.75	36.00
21"	....	....	....	....	13.75	19.80	28.85	37.40
22"	....	....	....	....	14.30	20.60	30.00	38.75
23"	....	....	....	....	14.85	21.35	31.00	40.15
24"	....	....	....	....	15.40	22.00	32.15	41.50
25"	....	....	....	....	15.95	22.85	33.25	43.00
26"	....	....	....	....	16.25	23.65	34.40	44.25
27"	....	....	....	....	16.75	24.40	35.50	45.65
28"	....	....	....	....	17..5	25.00	36.60	47.00
29"	....	....	....	....	17.90	25.85	37.70	48.40
30"	....	....	....	....	18.50	27.25	88.80	49.75

BOLTS—Barrel—

Cast Iron, Japanned—	
4-inch	.20
5-inch	.20
6-inch	.25
8-inch	.40
Light Wrought Steel, Jap.—	
2½-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—	
6-inch	.40
8-inch	.50
10-inch	.75

Cast Iron, Amber or Bronzed—	
4-inch	.45
6-inch	.60
8-inch	.75
Cast Iron, Ant. Copper or Dull Brass—	
4-inch	.75
6-inch	1.00
8-inch	1.10
CUPBOARD, Japanned—	
3-inch	.75
6-inch	.75
10-inch	1.75
Cupboard, Other Finishes—	
3-inch	.75
6-inch	1.00
Flush, T. Head—All Finishes—Cast Brass—	
3-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—	
3-inch	.35
4-inch	.40
6-inch	.50
FOOT—	
Cast Iron, Japanned—	
6-inch	.40
8-inch	.50
10-inch	.60
Amber or Bronzed—	
6-inch	.55
8-inch	.75
Other Finishes—	...
4-inch	.75
6-inch	.95
8-inch	1.10
Foot Wrought Steel—Cupboard, Japanned—	
3-inch	.50
6-inch	.80
10-inch	1.85

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—	
6	2.75
6Q	3.75
11	1.50
11Q	2.50
14	1.75
14Q	2.75
14½	1.50
15	2.50
15Q	3.50
Universal—	
21	1.50
22	2.50
71	1.75
72	2.75
81	2.75
82	3.75
91	2.50
92	3.50
592	4.25
Ferrostat—	
504R	10.00
505N	15.00
505L	16.00

1 Pint	1.00
1 Quart	1.50
15½	2.25

LUNCH KITS —

Thermos —	
392 and 396	2.75
393 and 397	3.00
394 and 398	4.00
Universal—	
310	3.00
320	3.50
410	3.25
510	3.50

Thermos—Food Jars.		Fillers.
600	3.00	1.25
601	3.50	1.50
602	4.50	2.00
Thermos—Jugs.		**Fillers.**
556	9.50	4.00
557	10.00	4.75

Thermos—Cases—	
104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

FILLERS—Thermos and Universal—

½ pint	1.00
75	24.00

BOXES—Mitre—

Goodell—	
1285 26x4	27.75
1305 25x5	30.75
1306 30x5	33.00
Stanley—	
50½	11.50
246	24.50
358	29.00
460	35.00
Acme—	
72	22.50
73	21.50
74	26.00

Langdon—	
25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25
Stearn's Perfection—	
20	4.50

BRACES—
P. S. & W., No. 7008, $4.75; each; No. 7010, $5.00; 7012, $5.25; 8010B, $6.00; 8012B, $6.25; 8014B, $6.50.
Stanley, No. 921—8-inch, $5.00 each; 10-inch, $5.25; 12-inch, $5.50; 14-inch, $5.75. No. 945 — 8-inch, $2.75; 10-inch, $2.85, 12-inch, $3.00. No. 965—8-inch, $2.15; 10-inch, $2.25. No. 966—8-inch, $1.15; 10-inch, $1.25.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.55
4x 5	.20	4x 5	.60
5x 7	.30	5x 7	.70
6x 8	.35	6x 8	.85
7x 9	.40	7x 9	.95
8x10	.45	8x10	.95
10x12	.60	10x12	1.15
12x14	.85	12x14	...

BRADS—Wire—	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
¼ and 5/16-inch	.35	.20	.15
⅜ to 1⅛-inch	.25	.15	.10
1¼ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 45c; Half Hard, 50c; Sign, 50c; Spring, 75c.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.50 each; No. 44, $3.25 each.
Cake Maker, No. 1, $3.50; No. 2, $4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 15c each; 218, 20c; 220, 25c; 1102, 30c; 1103, 35c; 1104, 40c; 1105, 45c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 70c each; No. 2, $1.25; 3, $1.00.
Mill—Steel Band, 90c.
Push or Street — Bassine, with Handles — 14-inch, $1.10

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RETAIL SELLING PRICES—Continued

each; 16-inch, $1.25; 18-inch, $1.25; 24-inch, $2.00; 30-inch, $2.65. Rattan, with Handles—16x8 inches, $1.10; 16x10, $1.25. Wire, no Handles—12x5, $1.10; 14x5, $1.25; Handles, 15c each.

Whisk—1B, 25c each; 870, 40c; Pullman, 45c.

BRUSHES—

No.	Each.
Casting—	
2	.60
3	.65
5½	.60
7	.75
10	.75
15	.90
Counter or Dusting—	
15	1.00
17	1.25
20	1.25
7	2.50
Floor or Garage—	
12	1.35
14	1.50
16	1.65
112	1.75
114	1.85
116	2.10
216	2.00
218	2.25
220	2.50
224	3.00
312	1.50
314	1.75
316	1.85
614	5.00
616	5.75
618	6.25
Hand or Nail—	
Daisy	.10
Windsor	.15
Horse—	
Collie	.80
Hound	.65
Mastiff	.75
Pointer	.65
Shoo Fly	.70
72	.40
73	.60
73-P	.50
800	.85
Kalsomine—	
240	6.75
310	3.00
Marking—	
1	.10
2	.10
3	.10
4	.15
5	.15
6	.15
Paint—	
151—2½	.35
3	.50
3½	.65
4	.80
155—3	.70
3½	.85
4	1.10
4½	1.65
159—2½	.70
3	.80
3½	1.10
4	1.50
165—3	1.85
3½	1.85
4	2.25
4½	3.25
228—3½	2.50
4	3.25
4½	4.50
Roofing—	
401	2.25
404	2.65
Sash—	
20—2	.20
4	.25
6	.35
8	.45

Paint—(Chinese bristles)— Grade.	1	2	3	4	5
2½-inch	.35	..	.70	...	...
3-inch	.50	.70	.80	1.85	...
3½-inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½-inch	...	1.65	....	3.25	5.75

BUTTS — Cabinet Door —	2x2	2½x2	2½x2½	3x2½
189 F	.65	.70	.95	...
189 N	.75	.85	1.10	...
284 D2, F; or 2719 AC, OB	.20	...	.25	.35
284 SF2; or 2719 MBS	.25	...	.30	.35
284 N; or 5719	.30	...	.35	.40
286 D2, F; or 2721 AC, OB	.25	...	.30	.35
286 N; or 5721	.25	...	.35	.40
289 D2, F, B; or 2718 AC, OB	.25	.30	.30	.35
289 N	.35	.35	.35	.40
289 SF 2, SD2, SA4, H; or 2718MBS	.30	.35	.35	.40
291 D2, F; or 2705 AC, OB	.30	...	.30	.35
291 SD2, SF2, SA, B; or 2705 MBS	...	...	.35	.40
291 N; or 5705	...	...	.40	.45
295 D2, F, or 2722 AC, OB	.25	.30	...	...
295 N or 5722	.30	.35	...	...

Galvanized Brass Pins:	2x2	2½x2½	3x2½	3x3	3½x3½	4x4
1319 or 4705 BR	.40	.45	...	.55	.75	...
1334 or 4703 BR	.40	.50	...	.65	.75	.95

Bright Steel:

804 or 703½	.15	.20	.25	.25	.30	.45
808 or 705	.15	.15	...	.20	.30	.40
823 or 714	...	.25	...	.30	.30	.25

838 or 719: 1, 10c; 1¼, 10c; 1½, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 25c; 4, 35c.

840 or 721: 1, 10c; 1¼, 10c; 1½, 10c; 2, 15c; 2½, 15c; 3, 20c.

	2x2
Finished: 241 D2, F, F2, B; or 2714 AC, OB	.35
241 SD2, SF, SA4; or 2714 MBS	.45
241 H	.45
241 N or 5714	.50
Parliament: 260 D2, F; or 2716½ AC, OB	.45
260 H, SA4	.50
260 N or 5716½	.50
828 or 716½	.35
Japanned: 731 or 1714	.25
731½ or 1714½	...
733 or 1714½ DB	.35
740J1 or 1721	.25
747 or 1705	...
749J1 or 1718	.35
Half Surface: 160 D2, F; or 2740 AC, OB	.40
160 SF2 or 2740 MBS	.45
160 H	.50
160 N or 5740	.50
165 D2, F or 2745 AC, OB	.50
165 SF2 or 5745 MBS	.50
165 N or 5745	.55

Roofing—Knotted—	
3 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65
Sash—Chisel Point—	
⅛x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.35
1x2¼-in.	.45
Scrub—	
Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.30
Ox Fibre, 10"	.35
Ox Fibre, 12"	.40
White Tampico, 8"	.20
White Tampico, 11"	.30
White Tampico, 12"	.40
Shoe—	
Dauber, wood	.20
Dauber, iron	.25
Brush only, ⅞-in.	.35
Brush only, 1¼-in.	.75
Combination	.30
Extra bristles	.50
Best 1¼-in. bristles	.35
Sink—	
Ox Fibre	.15
Split Bamboo	.05
Shelving—Rubber—Set—	
Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00
Stencil—	
1⅛-in., 2½-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55
Window—	
Gray fibre	.90
Black horsehair	.80
Pope's Eye	1.25
Squeegee, 10-in.	.25
Squeegee, 12-in.	.30
Squeegee, 14-in.	.35
Squeegee, 16-in.	.40

BUCKETS—(See Galv. Ware).

BURNERS: Lamp—1 or A, 15c; 2 or B, 20c; 3C, 30c.

Lantern—0 Hot Blast, 15c; 2 Cold Blast, 25c.

Rubbish — 1-20" steel, $8.25; 2-26" steel, $10.75; 3-30" steel, $13.00; 10 wire, $1.75; 11 wire, $2.10; 12 wire, $2.50; 13 wire, $3.00; 14 wire, $3.50.

CANTEENS: Boyco and Bear Brand, Covered—2 qts., $1.15; 3 qts., $1.25; 4 qts, $1.35; 6 qts $1.65; 8 qts., $2.00; 10 qts., $2.25.

Khaki Covered—2 qts., $1.10; 3 qts., $1.25; 4 qts., $1.35; 6 qts., $1.50; 8 qts., $1.85.

Government Covered—222, $1.35.

Lincoln Auto (Auto Can), Covered—No. 100, $1.75; No. 200, $2.00; No. 300, $2.10.

American or Boy Scout—Covered, with straps, No. 325, $1.10.

Canteen Straps—No. 301, 20c.

Boyco Service Units — Noo. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2¼x4½	2.90	3.65
2½x4½	3.00	3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 435, 4-ft. maple, $3.50.

CARRIERS: Hudson Hay—No. 29 $20.50; No. 50, $11.50; No. 62, $16.25; No. 77, $10.75.

Hunt, Helm & Ferris — 493, $20.25; 502, $15.75; 503, $12.00; 481, $25.00.

CATCHERS, GRASS—No. 1, $1.00 each; 2, $1.15; 10, $1.15; 20, $1.25; 1000A, $1.50. No. 1, Perfex, $1.75: No. 2, Perfex, $2.00. No. 5G, Easy-Em., $2.00; 10G, Easy-Em., $2.25; 12G, Easy-Em., $2.50; 50, Easy-Em., $1.75.

CHAINS—Tire—

Size. Tire—Weeds	Pair.	Size.	Pair.
		4½x33	7.25
3 x30	4.50	4½x34	7.50
3½x30	5.00	4½x35	8.00
3½x32	5.50	4½x36	8.00
4 x31	6.00	4½x37	8.75
4 x32	6.00	5 x35	9.00
4 x33	6.50	5 x36	9.00
4 x34	7.00	5 x37	9.75
4 x35	7.50	5½x36	12.00
4 x36	7.50	5½x37	13.00
4½x32	7.00	5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—Yankee, Straight Link (Coil)—4-0, 10c ft.; 3-0 10c; 2-0, 9c; 0, 8½c; 1, 8c.

Norway Straight Link (Coil)—⅛, 35c lb.; ⅝, 35c; ¾, 30c.

2½x2½	3x3	3½x3½	4x4	4½x4½	5x5	6x6
.40	.40	.40	.55	.80	1.40	2.35
.45	.50	.50	.65	.90	1.55	2.65
.50	.50	.50	.70	.95	1.60	2.75
.50	.50	.55	.70	1.00	1.65	...
...	.45	.55	.60	.70	.75	...
...	.50	.60	.65	.70	.80	...
...	.50	.60	.65	.70	.80	...
...	...	.35	.40	.45	.50	.55
.30	.30	.30	.40	.55	.75	...
.35	.40	.40	.45	...	...	...
.40	.40	.40	.50	.75	1.30	2.25
.30	.35	...	...	...	...	...
.30	.35	...	...	...	...	...
.35	...	...	...	...	...	...
.45	.50	.55	.75	1.05	...	...
.50	.55	.65	.80	1.10	...	...
.55	.60	.70	.85	...	...	...
.55	.60	.70	.85	1.15	...	...
.50	.55	.60	.80	1.05	...	...
.55	.60	.70	.90	1.15	...	...
.60	.65	.75	.90	1.25	...	...

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RETAIL SELLING PRICES—Continued.

CHAIN—Continued.
Passing Link (Coil)—4-0, 13c ft.; 3-0, 11c; 2-0, 10c; 1-0, 9c.
Proof Straight Link (Coil)—3-16 Black, 22c lb.; ¼, 20c; 5-16, 18c; ⅜, 17c; 7-16, 15c; ½, 15c; ⅝, 15c; ¾, 15c; ⅞, 15c.
Proof Twisted Link (Coil)—¼ Black, 20c lb.; 5-16, 20c; ⅜, 15c.
B. B. Proof Straight Link, A (Coil)—5-16, 20c lb.; ⅜, 20c; ½, 20c; ⅝, 20c; ¾, 20c; ⅞, 20c; 1, 20c.
Twisted Machine Coppered (Coil)—3-0, 15c ft.; 2-0, 15c.
Jack—Iron—16, 10c yard; 14, 10c; 12, 10c; 10, 10c; 8, 15c. Brass—120, 10c yard; 118, 10c; 116, 10c; 114, 20c; 118, 20c; 112, 20c; 110, 35c.
Safety Brass—00, 15c yard; 0, 15c; 1, 15c; 2, 20c; 3, 25c.
Sash—0, Copper Plated, 4¼c ft.; 1, Copper Plated, 5c; 2, Copper Plated, 5c; 4X, Sherardized, 15c; 10, Cable, 20c.
Sash Chain Fasteners—Phoenix, 20c set; 10, 60c.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks—120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150, 15c; 250, 15c; 350, 15c.

CHESTS, TOOL — A, Leather Covered, $26.50; AA, Leather Covered, $30.25; B, Quartered Oak, $24.25; BB, Quartered Oak, $26.50; BBB, Quartered Oak, $32.00; D, Quartered Oak, $16.25; DD, Quartered Oak, $17.75; DD, Leather Covered, $19.00; DDD, Leather Covered, $20.25; DDD, Quartered Oak, $20.00; E, Quartered Oak, $24.25; EE, Quartered Oak, $28.50; F, Quartered Oak, $20.00; F, Leather Covered, $20.25; FF, Leather Covered, $23.75; FF, Quartered Oak, $22.25; G, Plain Oak, $14.00; GG, Plain Oak, $15.50.

CHECKS, DOOR: Corbin — No. 1, each, $6.35; 2, $9.75; 3, $11.50; 4, $14.00; 5, $18.50.
Norton—A, Each, $6.25; B, $8.00; C, $9.75; D, $11.50; E, $15.50; CH, $11.00; DH, $13.00.
Dime — No. 10, each, 15c; Norton, 44, $2.50; No-Slam, 100, 35c.
Rixon—A, each, $8.00; B, $9.25; C, $11.00; D, $14.50.
Sargent—No. 20, each, $4.00.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	3.00	0	1.50
10	4.75	1	1.85
12	4.25	2	2.25
22	7.75	3	3.00
32	9.75	304	6.50
		Russwin	
		0 R	2.00
501	2.25	1 R	2.50
602	2.75	2 R	2.75
703	3.50	3 R	3.75

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge		Inside or Outside Bevel	
		½"	¾"	1"	1¼"	1½"	2"
Buck Bros. Socket Firmer	1.30	1.40	1.65	1.85	2.00	2.50
Buck Bros. Tanged Firmer	.95	1.05	1.15	1.35	1.50	2.15
Buck Bros. Socket Butt	...	...	...	1.50	1.60	2.10
Buck Bros. Tanged Turning	.80	.90	1.10	1.35	1.65	2.35
Everlasting, Pocket	1.30	1.40	1.50	1.70	1.85	2.25
Witherby's Butts	...	...	1.00	1.10	1.25	1.75
Witherby's Corner	3.75	3.75	4.25	...	...	...
Witherby's Socket Firmer(P)	.70	.80	.90	1.00	1.10	1.25
Witherby's Socket Firmer(B)	.85	.95	1.15	1.20	1.25	1.50
Witherby's Socket Framing	1.15	1.30	1.40	1.55	1.65	2.10
Witherby's Pocket	.80	.90	1.10	1.15	1.25	1.40
Cap	.65	...	...	...	...	...
Diamond Point	...	...	...	...	...	...
Regular or Common Taper	.20	.35	.70	...	...	...
Extra Quality Polished Point	.35	.65	1.10	...	...	...

CHURNS—Barrel—No. 0, $10.00 each; 1, $11.25; 2, $12.75; 3, $14.25.
Improved Cylinder—No. 1, $5.50; 2, $6.50.
Glass Family, Universal—No. 15, $2.75 each; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c; 20, 90c; 30, $1.20; 40, $1.50.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25
Dash and Handle—25c extra.

CLAMPS — Carpenters' — StearnsNo. 212, $6.00 pair; 213, $6.65; 214, $7.00; 215, $8.25; 216, $15.00; 218, $17.75.
Carriage Makers'—No. 12, Plain, 35c each; 13, 40c; 14, 50c; 15, 70c; 16, 90c; 18, $1.25; 20, $1.75; 22, $2.15.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—Rubber — 10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.
Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND —
Cedar Sweep—1½-lb. carton, 20c; 4¼-lb. carton, 60c; 33-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.
Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.
Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.
Cedar Mist—1 gal., $3.50; 5 gals., $12.50.
Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ in., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1½-in., 60c

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	3.75	No. 0	2.25
No. 1	5.00	No. 1	2.75
No. 2	7.00	No. 2	3.75
No. 3	8.75	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS, ALARM—Westclox—American, $1.50 each; Bluebird, $1.75; Lookout, $1.75; Sleepmeter, $2.00; Bunkie, $2.75; Ironclad, $2.25; Jack-O'Lantern, $3.00; Bingo, $3.25.
Circle, $3.25; Flash, $3.25; Gale, $4.50; Ideal, $3.00; Indian, $1.75; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH — Emery, Nos. 00 to 2½, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.63	.72
¾-inch	.28	.35	.42	.49	.56
⅝-inch	.28	.35	.42	.49	.56
2-inch	.20	.25	.30	.35	.40
2½-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	.30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c: 14M Opal, 5c per sq. ft

COCKS—

No.	Each	No.	Each
Ball—		Gas Hose—	
½-inch	1.25	¾-inch	.30
⅝-inch	1.50	½-inch	.35
¾-inch	1.75	¾-inch	.50
1-inch	3.00		

Service, Standard—Square or Flat Head—	¼"	¾"	½"	¾"	1"	1¼"	1½"	2"
Each	.45	.50	.55	.60	1.00	1.50	2.10	3.75

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $17.00 each; No. 30, $28.25; 35, $19.75; 50, $30.00; 55, $32.00; 60, $35.00; 70, $48.50.
Legs—Set, $3.50.
Soapstone Discs—Each, $1.75.

COOLERS, WATER—Galvanized Lined—02, $4.75 each; 03, $5.50; 04, $6.75; 06, $7.75; 08, $9.75; 010, $12.00.

COPPER—Sheet, 50c lb.; Bars, round, 40c lb.; Tubing, 47c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.		6 pints	1.85
8½ inch	2.00	Tea Pots.	
9½ inch	2.25	2 pints	1.25
10½ inch	2.35	3 pints	1.35
Coffee Pots		4 pints	1.50
3 pints	1.35	Wash Boilers.	
4 pints	1.60	348	6.75
5 pints	1.75	349	7.50

COPPERS, SOLDERING—Family—
1, per set 1.50
2, per set 1.35
Tinners—
½ pound, per pair ..... .25
1 pound, per pair ..... .30
1½ pound, per pair ..... .35
2 pound, per pair ..... .45
3 to 14 pounds ..... .45

CORD—Sash, Common—Per hank: No. 6, $1.10; 7, $1.40; 8, $1.65; 10, $2.75; 12, $3.25.
Samson Spot and Silver Lake — Per hank: No. 6, $1.75; 7, $2.35; 8, $2.85; 10, $4.75; 12, $5.75.
Wire, Galvanized — Per foot: 1/16", 2½c; 3/32", 3c; ⅛", 3½c; 3/16", 4½c; 7/32", 5c; ¼", 6c.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c: Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $2.00; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW3, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.25 each; 2, $4.25; 3, $7.00; 4, $14.00; 5, $20.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.50.
Trimo—No. 1, $3.50; No. 2, $4.75; No. 3, $8.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, Nos. 35 and 50—6-inch, 65c; 7-inch, 75c; 8-inch, 80c; 10-inch, $1.10; 12-inch, $1.35; 14-inch, $3.50.
Wing Ext. No. 1 — 6-inch, $1.15; 7-inch, $1.25; 8-inch, $1.35.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

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RETAIL SELLING PRICES—Continued

DOORS—Ash Pit—

8x8	1.20	10x12	1.70
8x10	1.80	12x15	3.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS, SCREEN—

No.	2-6x6-6	2-8x6-8	2-10x6-10	3x7
241, Common, ⅞-in. thick	2.20	2.30	2.45	2.55
296, Painted black, 1⅛	2.45	2.55	2.70	2.85
311, Varnished, 1⅛	3.40	3.55	3.70	3.85
381, Varnished, 1⅛	3.60	3.75	3.90	4.00
315G, Var., 1⅛, Gal. Cl.	4.15	4.30	4.50	4.75

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each.
8	7.50
8½	9.50
9½	14.00
10½	24.00
490½	20.00
1003	16.50
1005	26.50
11	22.00

Goodell-Pratt Breast Drills—

6	5.85
07	5.50

Drill Presses—Millers Falls

20	11.00
21	15.00
22	5.00

Hand Drills—Millers Falls

1	3.50
2	5.00
3	3.50
5	3.75
98	5.75

No.	Each
279	18.25

Millers Falls Breast Drills—

12	6.25
13	7.75
87	12.00
97	12.75
99	6.75
112	3.75
212	4.50
245	5.00
23	7.50
210	15.00
105	3.75
303	3.00
306	5.50
343	4.00
980	5.75
1980	5.75

Chain Drills—Goodell-Pratt

307	4.50
316	4.50
317	5.50
318	7.00
1500	6.30

Yankee Automatic

41	2.50	44	3.25
42	2.00	40	3.00

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points

Set of 8, $7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Rd. Shk. Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1/16	.15	....	....	....	.10	....
⅛	.20	.30	.30	....	.15	.30
3/16	.25	.30	.40	....	.15	.30
¼	.30	.40	.45	.90	.20	.40
5/16	.40	.45	.50	1.00	.25	.45
⅜	.45	.50	.60	1.10	.30	.50
7/16	.55	.60	.65	1.15	.45	.60
½	.70	.75	.70	1.20	.60	.75
9/16	.80	.85	.75	1.25	...	.85
⅝	.90	1.00	.80	1.30	...	1.00
11/16	1.10	1.10	.90	1.35	...	1.10
¾	1.25	1.20	1.05	1.40	...	1.20
⅞	1.50	1.60	1.30	1.85	...	1.60
1	1.85	2.10	1.50	2.30	...	2.10
1⅛	....	....	....	2.75	...	2.70
1¼	....	....	....	3.25	...	3.30
1⅜	....	....	....	3.75	...	3.90
1½	....	....	....	4.25	...	5.10

Sebco Four Point Star, Brick and Concrete—

	¼	⅜	½	¾	1	1¼	1½	2
12-inch	.40	.40	.45	.65	.85	1.30	2.25	4.50
18-inch	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch	.65	.65	.70	1.00	1.20	1.75	2.80	5.35

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—		Grills—	
E940	18.00	E982	11.50
E9850	16.00	E984	12.50

EL AN GE OR ROYAL ENAMEL WARE

Biggins, Coffee

10	1.00
920	1.15
930	1.25

Boilers, Coffee

60	1.10
80	1.50
100	2.50

Boilers, Rice

14	1.00
18	1.25
22	1.65
26	2.25

Bowls, Wash

26	.25
30	.35
34	.50

Buckets, Covered

21	.45
23	.65
26	1.00
28	1.25
32	1.75
150	.50
350	.70
450	.80
650	1.00
850	1.45
1050	1.65
1250	1.95

Buckets, Dinner

110	1.75
112	2.10
113	2.50
502	1.75
503	2.00

Chambers

1	.45
2	.65
3	.70

Chamber Covers

1C	.25
2C	.30
3C	.35

Colanders

1	.55
3	.80
104	.50
306	.80

Cups

3 (Mug)	.35
6	.25
8	.20
9, 10, 11, 25	.25
40	.35

Cups and Saucers

300	.35
300S	.20

Cuspidors

10	.45
30	.65
300	1.10

Dippers, Cup

10	.35

Dippers, Windsor

110	.35

Dippers, Suds

4	.55

Dishes, Soap

50, 60	.30

Fillers, Fruit Jar

20	.25

Flasks, Coffee

10	.55

Funnels, Pierced

01	.25
03	.35
05	.50
06	.65

Kettles, Convex

03	.60
05	.80
08	1.10
010	1.25
014	1.65
020	2.35

Kettles, Lipped Preserving

14	.30
18	.45
22	.55
26	.70
30	.95
36	1.35
40	2.00
50	3.00

Kettles, Milk

71	.65
73	1.00
74	1.25

Kettles, Tea

30	.85
50	1.00
70	1.25
90	1.75
100	2.00
160	1.25
180	1.65
190	2.00

Ladles, Deep

100	.25
120	.35
111	.30

Measures

02	.35
04	.50
06	1.10
11 Graduated	.65

Pails, Chamber

2	1.35
40	2.50

Pails, Water

110	1.10
114	1.50

Pans, Bed

1	2.50

Pans, Douche

2	2.00

Pans, Bread

11	.40
13	.60

Pans, Cake

9	.20
10, 69, 70	.30
200	.45

Pans, Corn Cake

706	.65
709	.75
712	1.00

Pans, Muffin

406	.55
412	1.00

Pans, Deep Pudding

50	.20
150	.25
300	.30
500	.40
800	.50
1000	.65

Pans, Dish

15	1.25
80	.80
140	1.00
210	1.35
300	2.10
400	3.25

Pans, Rinsing

08	.75
014	1.00
017	1.15

Pans, Lipped Fry

30	.35
32	.45
34	.55
36	.65

Pans, Milk

0	.25
11	.20
20	.30
40	.35
60	.50
100	.60
120	.75

Pans, Convex Sauce

02	.50
04	.70
06	.85
010	1.35
012	1.50

Pans, Combination Sauce

1D	1.75
10T	2.75

Pans, Lipped Sauce

10	.25
14	.35
18	.40
24	.55
28	.80

Pans, Straight Sauce

250	.55
450	1.05
650	1.30
850	1.40

Pans, Stew

3	.40
5	.50
6	.65

Pans, Oblong Stove

04	.40
100	.45
300	.65
350	.85
450	1.10
550	1.40

Pans, Square Stove

110	.80
112	.95
114	1.25
116	1.60
120	1.85

Pitchers, Molasses

601	.70

Pitchers, Water

2	1.10
4	1.35
5	1.10
10	1.25

Plates, Deep Pie

39	.25
40	.30

Plates, Shallow Pie

27	.25
30	.25

Plates, Dinner

20	.25

Pots, Fireless Cooker

1450	1.90
1850	2.75

Pots, Coffee

2½	.50
5	.60
25	.80
45	1.00

Pots, Tea

00	.55
0	.65
20	.80
011	.60
101	.80
102	.90

Pots, Straight Sauce

018	.85
022	1.10
026	1.65
030	2.50

Pots, Soup Stock

318	14.25
336	20.00
218	6.25
236	10.25

Roasters

150	2.50
180	3.25

Skimmers, Flat

12	.30

Spoons, Basting

10	.20
14	.20
18	.25

Steamers

7	1.50
8	1.75

Steepers, Tea

3	.70

Tubs, Oval Foot

0	1.15
2	1.65
4	3.00

Turners, Cake

14	.35

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RETAIL SELLING PRICES—Continued

Heaters, Immersion —	
E970	5.25
Irons, Curling—	
E9901	6.25
E99011	6.75
Irons, Pressing—	
E901	7.50
E902	6.75
E905	6.75
E9023	6.25
E9035	6.75
E9051	8.00
Pads, Heating—	
E9940	10.00
Percolators—	
E9435	13.50
E9437	15.00
E9439	16.50
E9635	11.75
E9637	13.00
E9039	14.50
E9646	17.50
E9649	19.50
E9676	10.00

Ranges, Table—	
E9841	22.00
Stoves—	
E998	9.00
E997	9.00
E9960	8.00
Toasters—	
E945	7.50
E946	6.75
Urns, Coffee—	
E916	17.00
E919	18.50
E9136	15.00
E9146	19.50
E9149	21.50
E9166	22.50
E9169	25.00
E9176	16.00
E9179	17.50
E9166044	42.25
E9169044	44.75
Vacuum Cleaners—	
E701	39.50
Attachments	10.50

Hot Point Goods—

Chafing Dishes—No. 20501, $10.00 each; 20502, $19.00; 20503, $22.50.

Grills—116G1, $11.50 each; 186G1, $12.50; 20101, $10.50.

Heaters, Air—No. 30403, $11.00 each; 30404, $18.00; 30603, $32.50; 30604, $44.00; 116A4 (Hedlite), $11.00.

Heaters, Immersion—No. 113W16 (50201), $5.25 each; 115W16 (50202), $6.25; 115W17 (50203), $7.25.

Irons, Curling—No. 112L5, $7.25 each; 112L6, $6.50.

Irons, Pressing—No. 1113F12 (11103), $7.95 each; 113F22 (11203), 3 lb., $6.25; 115F5 (11205), 5 lb., $6.95; 115F17 (11206), 6 lb., $6.95; 11307, $8.75; 11308, $9.25; 11310, $11.00; 11312, $15.50; 11315, $17.00.

Pads, Heating—No. 114Q3 (50142), $9.00; 114Q4, (50151) $10.25.

Ovens—No. 40701, $6.50; 40201, $25.00.

Percolators—No. 20611, $10.00; 20620, $12.00; 20621, $13.00; 20622, $17.50; 20650, $18.00; 114P18 (20651), $23.00; 114P17 (2652), $25.00.

Stoves—No. 116D1, $10.00; 136D1, $11.50; 20301, $7.00; 20302, $7.25; 40101, $7.50; 40102, $9.25; 40103, $13.00; 40104, $15.00; 40105, $17.50.

Toasters—114T5, $6.75; 115T1, $8.50.

Vacuum Cleaners—122V2, $45.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

Anylites	1.35
Ammeters—	
Ever Ready	1.25
Readrite	1.00
Volt	1.15
Bells, Door—	
2½-inch	.85
3-inch	1.00
Buzzers	.85
Chain, Fixture	.25
Cleats, Porcelain	.05
Cord—	Ft.
Heater No. 16	.12½
No. 18	.10
Lamp No. 18, G. & Y.	.04
No. 18, Par Silk	.07½
No. 20, Par Silk	.06
No. 18, Tw. Silk	.07
No. 20 Tw. Silk	.05
1-64 Single Fixture	.08
No. 18 Reinforced	.10
Fans—	
Menominee, 500-9-in.	12.00
Robbins-Meyers—	
8-inch non-osc.	12.50
9-in. non-osc., 3 sp.	19.50
9-in. osc., 3-speed	24.50
12-in. non-osc., 3-sp.	29.00
12-in. osc., 3-speed	37.00
Fuses—	Each.
Plug, 6 to 30 amp	.12½
Knobs—	Each.
Porcelain, 5½ Solid	.03½
Nailit, 5½ Split	.05
Lamps—	
Nilco-Mazda type	List
Mazda Auto	List
Hylo Tungsten	1.00
Hylo Carbon	.75
Lamp Guards —	
No. 1425 Loxon	.45
No. 107 Neverbreak	.35
No. 44 Portable	3.25
No. 48, Portable	2.75
Loom—	Ft.
"Duradnet" 7-32 in.	.06
¼-inch	.08

Plates, Switch—	Each
Single gang	.25
Two gang	.50
Receptacle	.60
Plugs—	Each
Benjamin 2-way	1.35
Benjamin 3-way	1.75
Twinlite 2-way	1.20
Attachment —	Each
903 Benjamin	.30
2500 Chelton	.40
4 Mueller	.20
Fitzall w-o spring	.65
Fitzall spring	.75
Push Buttons—	Each
Wood	.20
Dull Brass	.25
Pearl Button	.50
White Button	.45
Receptacles—	Each
Flush	.45
Arrow E	.60
Cleat	.25
Rosettes—	
Concealed, 2-pc.	.30
Cleat, 2-pc.	.30
Cleat, 1-pc.	.20
Shades—	
Tin Flat, 8-inch	.25
Tin Flat, 10-inch	.35
Cone, 8-inch	.40
Cone, 10-inch	.45
Shade Holders—	
2¼-inch Acme	.10
2¼-inch Uno	.20
Sockets, Key—	
Freeman DB	.30
Arrow E DB	.30
Freeman Nic.	.60
Arrow E Nic.	.65
Sockets, Pull Chain—	
Freeman DB	.60
Arrow E DB	.65
Arrow E. Nic.	.75
Levolier DB	.65
Sockets, Keyless—	
Freeman DB	.30
Arrow E DB	.30
Staples—	Pkg.
Insulated, ¾-inch	.30

Switches—	Each
Snap	.40
Push	.40
Battery S. F. S. T.	.40
Battery S. P. D. T.	.60
Battery D. P. S. T.	.65
Battery D. P. D. T.	.90
Tape—	Lb.
Friction, 1 oz. to 1 lb.	.80
Rubber, ¼ lb. to 1 lb.	.80
Tubes—	Each
Porcelain, 5-16x3-in.	.02
Transformers—	Each
Arrow	1.75

Jefferson Jr.	1.75
Wire, Rubber Covered—	Ft.
No. 10	.02½
No. 12	.02
No. 14	.01½
Weather-proof—	Lb.
No. 10	.40
No. 12	.40
No. 14	.25
Bell Wire—	Ft.
No. 18, Single	.03½

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, steel, all numbers 20c; bronze, 40c.

SASH—Bronze: No. 257, 40c; No. 382, 50c; No. 815, 40c; No. 1831½, 85c.
Steel or cast iron: No. P668, 10c; Nos. 800, 254, 15c; Nos. 334, 500, 20c; No. 324, 25c.

FAUCETS—Cork Lined— 8-inch, each ..... .20
7-inch, each ..... .15 9-inch, each ..... .25

FENCE, POULTRY—10-rod rolls:

	24"	36"	48"	60"	72"
Banner	4.75	6.00	7.00	8.25	9.50
Blue Ribbon	5.00	6.25	7.50	8.75	9.75
Ideal	3.75	4.85	6.50	8.00	9.75
Union Lock	4.00	4.50	5.75	6.75	7.25

FIBRE WARE—Keelers—No. 2, $3.00 each; No. 3, $2.50.
Measures—1-qt., $1.75; 2-qt., $2.25.
Star Pail—12 qts., 90 cents.
Spittoons—No. 2, $1.75; No. 3, $1.50.
Tubs—No. 1, $6.25; No. 2, $5.50; No. 3, $5.25.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.25	.25	⅛ inch	3.50	.20
3-16 inch	1.50	.30	3-16 inch	4.50	.25
¼ inch	2.00	.35	¼ inch	5.75	.30
5-16 inch	2.25	.40	5-16 inch	6.75	.30
⅜ inch	2.75	.50			
½ inch	4.50	.75			

FILES—

Length, inches—	3-3½	4	4½	5	5½	6	8	10
Band Saw, Slim	...	.15	...	.20	...	.25	.30	.40
Knife, Bastard	...	.30	...	.35	...	.40	.45	.55
Regular Taper	....	.15	.15	.15	.20	.20	.20	.30	.45
Slim Taper	.....	.15	.15	.15	.20	.20	.20	.25	.40
Warding, Bastard	...	.25	...	.25	...	.30	.35	...
Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard	.....	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard	..	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard	.....	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard	...	.20	.20	.20	.25	.30	.40	.60	.80
Square Bastard	...	.20	.25	.25	.30	.40	.55	.75	1.00

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2681, $1.85; 2682, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites							
Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Blb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Blb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	$1.00	$1.25	$1.25	$1.35	$1.50	$1.65	$1.90
Case & Blb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Ch. Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each..$1.00 $1.10 Battery only, each....$ .25
Case & Blb., ea.. .75 .85
Battery only—

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.35; 2½-in., $1.65; 3-in., $2.25; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.95; No. 151 Chicago, $17.65. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $7.50; 95 double harpoon, $4.65; 96 double harpoon, $9.50; 87 double harpoon, $5.50; 98 double harpoon, $9.50. Grapple, No. 99 (4 tines), $17.50; No. 100 (6 tines), $20.00. Jackson Patterns, 4 ft., $22.50; 4½ ft., $24.00; 5 ft., $28.00.

FREEZERS—Arctic—

1	3.20	6	7.00
2	3.75	8	8.60
3	4.50	Toy	2.75
4	5.50	8	5.40

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RETAIL SELLING PRICES—Continued

FREEZERS—Artic—Continued.

4	6.60	12	17.25
6	8.40	15	20.50
8	10.75	20	26.50
10	14.50		

White Mountain		Acme	
1	3.90	2 Qt., Tin or Gal., doz.	12.00
2	4.50	4 Qt., Tin or Gal., doz.	20.00

FROES — Special — Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common — Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil—
Stebbins: No. 1, 45c; No. 2, 50c; No. 3, 60c; No. 4, 70c; No. 5, 80c.
Lock Fast: ½-inch, 75c; ¾-inch, 85c; 1-inch, $1.00; 1¼-inch, $1.15; 1½-inch, $1.35; 2-inch, $1.85.
1½-inch, 50c; 2-inch, 50c.
Perfection—½-inch, 65c each; ¾-inch, 80c; 1-inch, 90c; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.65.
Enterprise, Self Measuring—No. 61, Faucet, $9.00.

GAUGES—Marking:
Bit—No. 1, 35c; No. 49, $1.00.
Butt—Stanley—No. 92, $2.50; No. 93, $1.75; No. 94, $1.75. Goodell—No. 227, $2.00.
Chamber—No. 44, $2.50.
Chisel or Blind Nail Tool—No. 96, 35c.
Drill—Twist, No. 119, $3.75; Jobbers, No. 120, $5.75.
Hatchet—No. 8, 20c.
Marking and Mortise—No. 61, 20c; No. 62, 30c; No. 65, 85c; No. 71, 90c; No. 72, $1.10; No. 77, $1.50; No. 90, 70c; No. 98, $1.75.
Panel—No. 85, 50c.
Plane—Perfection, No. 88, $2.50; Stanley, No. 386, $2.75.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent; Double Strength, 80 per cent.

Extras for Putting in Glass—	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard			Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	...
24	..	.80	1.00	...	...

GLOBES — Lantern — Cold Blast — Plain, 25c each; Bullseye, 40c; 2 Plain, 20c; 2 Bullseye, 40c; 2 Ruby, 40c.
Railroad—Clear, 25c each; Green or Red, 50c.
Tubular — Cadet, 20c; 0, Plain, 25c; 0, Ruby, 40c; 0, Bullseye, 35c; 0, Wizard, 20c; Dietz Jr., Plain, 20c; Dietz Jr., Bullseye, 30c; Beaconlight, $1.50.

GLUE—Dry—Common, 30c lb.; Cabt., 35c; White, 45c.
Imperial Liquid—

Size—	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Sizes—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, Doz.	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Bucks, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.00; ⅜-inch, $1.00; ½-inch, $1.00; ⅝-inch, $1.10; ¾-inch, $1.20; ⅞-inch, $1.25; 1-inch, $1.35; 1¼-inch, $1.50; 1½-inch, $1.75; 1¾-inch, $1.85; 2-inch, 2.00.
Witherby, Socket Firmer, Outside Bevel—No. 320—¼-inch, $1.15; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.35; ⅞-inch, $1.50; 1-inch, $1.60; 1¼-inch, $1.75; 1½-inch, $2.00; 1¾-inch, $2.25; 2-inch, $2.25.

Firmer, Standard Socket, P. S. & W.—

½-inch, each	$1.35	1¼-inch, each	1.80
¾-inch, each	1.40	1½-inch, each	2.00
⅞-inch, each	1.50	1¾-inch, each	2.20
1-inch, each	1.60	2-inch, each	2.50

Inside Bevel, P. S. & W. No. 121—

½-inch, each	$1.25	1¼-inch, each	1.80
¾-inch, each	1.35	1½-inch, each	2.00
⅞-inch, each	1.40	1¾-inch, each	2.20
1-inch, each	1.50	2-inch, each	2.50

GRAPHITE — Dixon's Flake, per can — 1's, 85c; 5's, $3.75; 10's, $7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, $1.90; 25 lb. can, $4.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Owt.
15 to 40 lbs.	7.50
40 to 200 lbs.	7.50
Over 200 lbs.	7.75
Fixtures and Axle—	
15 inch	1.15
17 inch	1.20
19 inch	2.25
Mounted—Auto—	
No. A120, Size 1	14.75
No. A130, Size 2	18.00
No. 140, Size 3	11.25
Bi-Treadle	18.50
Empire Power	36.00
Samson—	
No. S155, Size 2	11.25
No. S160, Size 2	9.75
Sterling, No. T100	14.25
Bushed—	
No. 1—100-110 lbs.	8.25
No. 2—70-80 lbs.	6.75
No. 3—40-50 lbs.	5.50
Family—	
8-inch	3.75
10-inch	4.50
12-inch	5.50

HACKSAW BLADES—

Lenox, Pewer—				17" 1	3.25	4.15
Lgth.	Wdth.	Lt.	Heavy.	Hand Lenox, Starrett, Victor Star—		
8"	9-16	.90	....	Length.	Each.	Doz
10"	⅝	1.15	....	8-inch	.10	.75
10"	⅝	1.35	1.95	9-inch	.10	.80
10"	1	....	2.45	10-inch	.10	.90
12"	⅝	1.35	....	11-inch	.10	1.00
12"	¾	1.60	2.35	12-inch	.15	1.10
12"	1	2.30	2.95	Hand, Starrett, Victor, Star—		
14"	⅝	1.70	....	8-inch	.10	.70
14"	¾	1.90	2.75	9-inch	.10	.75
14"	1	2.65	3.50	10-inch	.15	.85
16"	¾	2.15	3.15	12-inch	.15	1.00
16"	1	3.05	3.90			
17"	¾	2.30	....			

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $8.50; 77, $1.25; 78, $1.35; 1027, $8.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vaughan & Bushnell Mfg. Co.—Adze Eye Nail:

No.	1	1½	2	11	11½	12	12½	18	14
Price	$1.75	$1.65	$1.50	$1.75	$1.65	$1.50	$1.50	$1.50	$1.40

Ripping, V. & B.—No. 11, $1.75; No. 11½, $1.65.
V. & B. Uncle Sam Tradesman's—No. 999, $2.25.

GALVANIZED WARE

Boilers, Wash

227	2.25
228	2.35
229	2.50

Bowls, Wash

7	.25
7½	.30

Buckets, Fire

314	.60

Buckets, Well

101 10 qt.	.50

Cans, Garbage Smooth

200	.90
300	1.10
400	1.25
500	1.65
600	2.00
700	2.25

Corrugated

2	.90
3	1.10
4	1.25
5	1.65
6	2.00
7	2.25
8	4.50
9	6.25
10	7.75
80	6.75
90	7.50

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	1.85
501	.50
505	1.35
605	1.75

Cans, Oil

0	.45
02	.75
15	.50
25	1.75
105	1.25
205	1.65

Canteens, see page 154.

Dippers, Laundry

525 (4-qt.)	.50

Hods, Coal

615	.70
616	.75
617	.80
618	.90

Pails, Cement

14	1.35
114	1.75

Pails, Chamber

8-qt.	.75
10-qt.	.85
12-qt.	.90

Pails, Stock

14	.55
16	.60
18	.70
20	.75

Pails, Water

8	.30
10	.35
12	.40
14	.45
16	.50

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.55
2	.65
3	.80
4	1.25

Pots, Watering

514	.90
516	1.00
518	1.15
520	1.35
522	1.50
526	1.85

Tubs, Foot

51	.70
52	.75
53	.90

Tubs, Wash

A	.65
B	.70
0	.75
1	.95
2	1.10
3	1.25
10 S	1.35
20 S	1.60
30 S	1.75

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RETAIL SELLING PRICES—Continued

Ball Pein, V. & B., Polished—

No.	7/0	5/0	4/0	3/0	2/0	0	1	2
Price	$1.00	$1.05	$1.05	$1.05	$1.10	$1.15	$1.25	$1.35
No.					3	4	6	8
Price					$1.45	$1.50	$1.65	$2.00

V. & B. Uncle Sam Supersteel—

No.	31	31½	41	41½	42	42½
Price	$2.25	$2.25	$2.25	$2.25	$2.25	$2.25

HAMMERS—

Claw — Stanley: Nos. 12, 12B, 22 — 5-oz., $1.65; 7-oz., $1.75; 10-oz., $1.80; 13-oz., $1.85; 16-oz., $2.00; 20-oz., $2.25.

Engineer's, Plumb's—No. 261, $1.35; No. 262, $1.50; No. 263, $1.65; No. 264, $2.00.

Machinist's Ball Pein, Plumb's—No. 18, 60 cents; No. 370, 85 cents; No. 371, 90 cents; No. 372, 90 cents; No. 373, 95 cents; No. 374, $1.00; No. 375, $1.10; No. 376, $1.15; No. 377, $1.25; No. 379, $1.35; No. 381, $1.65.

Riveting, Plumb's and Stanley No. 147 — No. 250, 4-oz., $1.00; No. 251, 7-oz., $1.00; No. 252, 9-oz., $1.10; No. 253, 12-oz., $1.15; No. 254, 15-oz., $1.20; No. 255, 18-oz., $1.45; No. 256, $1.55.

Prospector's Pick, Plumb's—No. 470, $2.75; No. 471, $4.85.

Brick, Plumb's—No. 461, $2.00; No. 462, $1.75; No. 3154, $1.15; No. 3155, $1.35.

Riveting—		Plumb's Brick—	
Plumb's, Stanley No. 147—		461	2.00
250, 4 oz.	1.00	462	1.75
251, 7 oz.	1.00	3154	1.15
252, 9 oz.	1.10	3155	1.35
253, 12 oz.	1.15	Plumb's Prospector's Pick	
254, 15 oz.	1.20	470	2.75
255, 18 oz.	1.45	471	2.85
256	1.55		

HANDLES—

Hammer—1st quality, each, 25c; 2nd quality, 20c; Octagon, 25c; Maydole, 20c. Machinists'—12 to 14-inch, each, 25c; 16-inch, 25c; 18-inch, 30c; 20-inch, 30c; 22-inch, 35c; 24-inch, 40c. Riveting—12-inch and 13-inch, each, 20c.

Hatchet — Box, 13¼-inch, each, 20c. Broad — 16-inch, 20c; 17-inch, 25c; 18-inch, 25c. Claw, each, 20c; Derrick, 18-inch, each, 25c; Lath, 13-inch, each, 20c.

Hoe: Garden—Shank, 4½-foot, each, 40c; Socket, 4½-foot, 40c. Meadow — Socket, 5½-foot, each, 60c. Mortar — Shank, 6-foot, each, $1.00; Socket, 6-foot, $1.00. German, 4½-foot, each, 65c. Planters'—2x5, each, 75c; 2½x5, 80c; 2¼x5, 85c.

Maul—Post, each, 50c; Woodchoppers' 60c.

Mop—No. 5, each, 35c; 7, 20c; 8, 30c; 10, 45c; 75, 80c.

Pick: Drifting—1st quality, each, 85c; 2nd quality, 70c. Surface—1st quality, each, $1.00; 2nd quality, 85c.

Rake—6-foot, each, 65c.

Sad Iron: Mrs. Potts—No. 10, 20c; No. 20, 30c. Enterprise—No. 10, 40c.

Saw, Cross Cut—No. 6, 60c; No. 9, $1.00; No. 11, 60c.

Saw, Hand—Panel and Rip: No. 2—35c. No. 7—22-inch, 50c; 26-inch, 55c; 28-inch, 65c. No. D8—24-inch, 85c; 26-inch, 90c; 28-inch, $1.00. No. 12—24-inch, $1.15; 26-inch, $1.25; 28-inch, $1.35. No. D23—26-inch, $1.00.

Saw, One Man—No. 14, 40c; No. 16, 45c.

Scoop, D. H. — XWSC, 75c; XCHB, 75c; XCH, 75c; XCDS, $1.15.

Shovel and Spade, D. H.—XWSH, XWSHR, XWS, 75c; D Tops—100, 35c; 104, 45c.

Shovel and Spade, L. H.—XSC 4½, 60c; AXSC 4½, 60c; XSC M4, 45c; SSXC 4, 55c; XSP 4½, 60c.

Sledge—	24"	26"	28"	30"	32"	34"	36"
1 Quality	.40	.50	.55	.60	.65	.70	.75
2 Quality	.35	.40	.40	.45	.50	.55	.60

HANGERS, BARN DOOR—

Flat Track—			
No., Brand.	Pair.	507, pair	2.75
5, Myers	2.25	715, pair	2.00
25 Myers Garage Set.	3.00	734, pair	2.25
11, Lanes	2.15	736, pair	2.75
11½, Lanes	2.65	800, set	12.30
13, Lanes	4.50	932, pair	2.75
25, Lanes	1.50	Extras—Brackets—	
30, Lanes	1.50	680, each	.20
40, Lanes	1.75	682, each	.25
93, Lanes	1.75	683, each	.25
88-1, Richards	1.75	696, each	.85
48, Richards	1.25	698, each	.85
248, Richards	1.85	803, each	.85
Round Track—		712, Curve	.25
50, World's Best	2.25	716, Angle	.45
Twentieth Century	2.25	Trolley Track—	
Reliable 1	1.85	120 Co., 20½ Ri., pair,	.66
Reliable 2	2.25	122½ Co., 29V Ri., pr.,	.71
Reliable 3	5.95	195A, Coburn's	4.75
Tubular Track—		195B, Coburn's	6.75
Cannon Ball—		24-2, Richards	3.25
384, pair	2.25	120, Richards	7.00
440, pair	2.75	150, Richards	8.00

HANGERS, HOUSE DOOR—

No., Brand.	Each.	1D, Johns	6.00
101, Lanes	11.25	11S, Richards	3.50
101½, Lanes	5.50	11D, Richards	7.00
105, Lanes	8.75	12S, Richards	4.00
105½, Lanes	4.85	12D, Richards	8.00
5S, Prouty	4.25	15S, Frisco	3.00
5D, Prouty	8.75	15D, Frisco	6.00
1S, Johns	3.00	140-1, Richards	4.00

Trolley: Richards—

16 S — Opening 3 feet, per set, $5.75; 3½ feet, $6.00; 4 feet, $6.50; 4½ feet, $6.75; 9 feet, $7.25; 6 feet, $8.50.

16 D — Opening 9 feet, per set, $11.00; 5½ feet, $11.25; 6 feet, $11.50; 6½ feet, $11.75; 7 feet, $12.00; 8 feet, $12.50; 10 feet, $14.25.

19 S — Opening 3 feet, per set, $4.75; 3½ feet, $5.25; 4 feet, $5.75; 4½ feet, $6.00; 9 feet, $6.25; 6 feet, $7.50.

19 D — Opening 9 feet, per set, $9.50; 5½ feet, $9.75; 6 feet, $10.00; 6½ feet, $10.25; 7 feet, $10.50; 8 feet, $11.00; 10 feet, $12.50.

132 S — Opening 3 feet, per set, $6.25; 3½ feet, $6.75; 4 feet, $7.25; 4½ feet, $7.75; 9 feet, $8.25; 6 feet, $9.50.

132 D — Opening 9 feet, per set, $12.50; 5½ feet, $12.75; 6 feet, $13.00; 6½ feet, $13.25; 7 feet, $13.75; 8 feet, $15.00; 10 feet, $17.00.

135, 1	8.50	9, Midget	.60
135, 2	5.00	90T, Midget Track	.15

HANGERS—Track for same—

BARN DOOR —

Cannon Ball, per ft., 35c.

Coburn—1, 35c; 2½, 50c; 11, sect., $5.25; 12½, sect., $8.00.

Richards—31, 45c; 33, $1.00; 50, 20c; 61, 13c; 63, 16c; 243-2, 25c.

Lane—3/16x1", 13c; 5/16x1", 25c; hinged, 20c.

Meyers—Stay-on, 15c.

World's Best—With brackets, 25c.

Prouty—5, 20c.

Twentieth Century—30, 22½c.

HOUSE DOOR—

Prouty—5, 20c.

Lane—3/16x1¼, 20c.

Richards — 9, 12c; 132, 65c; 16, 19, 50c; 150, 20c; 221, 65c.

HASPS—Common—

Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 36, 6-in., each, 20c; 8-in., 25c.

Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.

S. C. 912—3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.

1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.

Lock—20, Prouty, 75c each, 22, Prouty, 95c.

Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 20c each; 4½-in., 25c; 6-in., 35c; SC915, 3-in., 30c each; 4½-in., 40c; 6-in., 60c; 941J, 60c.

HATCHETS—Box—San Diego Pat., Underhill, $3.25 each; Seattle Pat., Underhill, $3.50; 90, Hunt's, $3.50; 401, Sayre's, $3.25; 3010, Plumb's, $3.50; 3011, Plumb's, $3.50.

Broad—1, Hunt's, $1.75; 2, Hunt's, $2.00; 3, Hunts, $2.25; 4, Hunt's, $3.50; 5, Hunt's, $3.75; 2, Kelly's, $1.50; 3, Kelly's, $1.75; 4, Kelly's, $2.00; 1, Plumb's, $1.75; 2, Plumb's, $2.00; 3, Plumb's, $2.25; 4, Plumb's, $2.50; 5, Plumb's, $2.75.

Claw—1, Hunt's, $1.65; 2, Hunt's, $1.75; 3, Hunt's, $1.85; 1, Keen Ridge, $1.50; 2, Keen Ridge, $1.65; 1, Kelly's, $1.25; 2, Kelly's, $1.35; 93, All Steel, $1.10; 1, Plumb's, $1.65; 2, Plumb's, $1.75.

Derrick—Blood's, $2.25.

Flooring—1, Hunt's, $1.85; 2, Hunt's, $2.10; 3, Hunt's, $2.35; 5, Plumb's, $2.75; 6, Plumb's, $3.00.

Half—1, Hunt's, $1.50; 2, Hunt's, $1.75.

Lathing—Hunt's, No. 1, $1.50. Underhill's, No. 40, $2.50; Regular, $3.25; Chicago, $3.25; St. Louis, $3.75; St. Paul, $3.50; California, $3.50.

Shingling—Hunt's, 1, $1.50; Hunt's, 2, $1.65; Keen Ridge, 1, $1.25; Keen Ridge, 2, $1.50; Kelly's, 1, $1.00; Kelly's, 2, $1.10; Plumb's, 2951, $1.50; Plumb's, 2952, $1.60.

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 30c. Linen—No. 012, 60c; No. 015, 70c; No. 018, 80c; No. 020, $1.00.

HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1½-inch, 10c; 1½-inch, 15c; 1¾-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1¼-inch, 10c; 1½-inch, 10c; 1¾-inch, 15c; 2-inch, 20c.

FLOOR—		Rixon—7	15.00
Bommer—No. 2	set, 2.75	8	16.50
4, 302, 602	set, 4.25	10	18.75
852	set, 5.00	15	22.50
304, 604	set, 6.25	20	36.00
854	set, 7.50	25	45.00
18	set, 2.10	30	53.00
19	set, 3.15	40	85.00
268, 868	set, 2.75	Standard—R, EA 450	7.00
269, 869	set, 3.90	SHA, E, 450	8.50
318, 618	set, 2.40	R, EA, 452	12.00
319, 619	set, 3.60	ORNAMENTAL SURFACE "BUTTERFLY"—	
Chicago—No. 8892, set,	1.50	1420, D2 & F—	
2292, 1892	set, 1.75	1¾x1¾	.25
5592, 9992	set, 2.00	2½x2½	.30
Corbin—D, 512	1.85	3x3	.35
R, EA, 512	1.85	1420, H & N—	
SHA, E, 512	2.00	1¾x1¾	.35
Katz—R, EA, 2	1.85	2½x2½	.40
KF, SHA, E, 2	2.15	3x3	.45
R, EA, 3	4.75	1481, 1474, 1475, 1478, 1479, 1480, 1481, 1482 and 14331—D2 & F	.25
KF, SHA, E, 3	5.35		
R, EA, 3½	5.75		
KF, SHA, E, 3½	6.00		

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RETAIL SELLING PRICES—Continued

HINGES—Continued.

SF2 & H	.25
J1	.25
N	.25
REFRIGERATOR—Flat—	
T400, Cast Iron	.55
1404, Wrt. Brass	.75
1404N, Wrt. Brass	.85
1405D2&F, Wrt. Steel	.50
1405N, Wrt. Steel	.55
Offset—	
T402, Cast Iron	.60
1408, Wrt. Brass	.65
1408N, Wrt. Brass	.80
1409D2&F, Wrt. Steel	.55
1409N, Wrt. Steel	.60

SCREEN DOOR SPRING—	
900	.30
R 902, EA 903	.40
SR, SHA, 905 & E913	.50
2100	1.10
R 2102, EA 2103	1.40
E 2104, SHA 2105	1.75
D 2200	1.10
R 2202, EA 2203	1.40
SHA 2205	1.75
SCREEN DOOR SETS—	
7	.35
1900	.40
R 1902, EA 1903	.50
SHA 1905	.60

FLOOR—Chicago Spring—
Ajax, Dull Brass, No. 3281, $2.25. Relax, Dull Brass, No. 6281, 1½-in. to 1½-in., $5.15; 1½-in. to 2-in., $8.40; 1¾-in. to 2¾-in., $11.00.
Triplex, Double Acting—Japanned, 3-in., $2.40; 4-in., $3.45; 5-in., $4.10; 6-in., $5.25. Dull Brass, 3-in., $3.80; 4-in., $4.60; 5-in., $5.55; 6-in., $7.10; 7-in., $9.25.

SCREEN DOOR—Japanned, No. 3005, 85c; 505, 30c. Dull Brass, No. 3285, $1.20.
Screen Door Sets—No. 1505, Black, 45c.

SPRING—Bommer—Single Acting—Pair—

Size.	3"	4"	5"	6"	7"	8"	10"
Japanned	1.60	1.90	2.25	2.75	....	....	....
Ant. Cop., Dull Br.	2.00	2.60	3.00	3.80	....	....	....
Ant. Br., Sd., Nic.	2.85	3.40	4.00	....	....	....	....
Double Acting—							
Japanned	2.65	3.15	3.75	4.60	5.85	8.50	11.75
Ant. Cop., Dull Br.	3.50	4.25	5.00	6.35	8.25	11.75	16.00
Ant. Br., Sd., Nic.	4.75	5.65	6.85	8.25	10.60	14.50	....

New List Price of Chicago Triplex and Bommer Spring Hinges—

Single Acting—	3"	4"	5"	6"	7	8"	10"
Japanned	3.10	3.70	4.30	5.30	....	....	....
Ant. Cop., Dull Br.	4.10	5.00	5.90	7.40	....	....	....
Ant. Br., Sd., Nic.	5.50	6.60	7.90	....	....	....	....
Double Acting—							
Japanned	5.20	6.10	7.20	8.10	11.40	16.50	22.80
Ant. Cop., Dull Br.	6.90	8.30	9.80	12.40	16.00	22.80	31.40
Ant. Br., Sd., Nic.	9.20	11.00	13.20	16.00	20.50	28.40	....

Spring, Chicago — No. 1½, Double Acting—		No. 3½, Blanks—	
⅞ to 1	3.35	⅞ to 1	1.65
1⅛ to 1¼	3.90	1⅛ to 1¼	2.00
1⅜ to 1½	4.65	1⅜ to 2	2.35
1¾ to 2	6.75	2¼ to 2½	3.35
2¼ to 2½	13.50		6.10

Wrought Brass, With Brass Screws —

	¾	1	1¼	1½	1¾	2	2¼	2½
Narrow	.10	.10	.10	.15	.15	.20	.20	.25
Middle	.10	.10	.15	.15	.20	.20	.25	.35
Broad	.10	.10	.15	.15	.20	.25	.30	.40
Desk	.10	.15	.20	.25	.40	.45	...	...

STRAP HINGES—	3"	4"	5"	6"	8"	10"	12"
900, Light, Plain	12½	.15	.20	.25	.35	.55	...
900SC, with Screws	15	.20	.25	.30	.40	...	...
902, Heavy, Plain		.20	.25	.35	.50	.70	1.10
902SC, with Screws		.25	.30	.40	.60	.85	1.25
929, Hart's Patent		.30	.40	.50	.90	1.25	...
935, Corgd., Plain		.20	.25	.35	.55	.80	1.15

STRAP HINGES—Cont'd—	3"	4"	5"	6"	8"	10"	12"
935SC, with Screws		.25	.30	.40	.60	.90	1.30
SC1300¼, Light Galv.	25	.30	.40	.55	.70	...	...
SC1302¼, Heavy Galv.		.35	.50	.80	1.25	1.85	2.60
SC1305¼, Corgd. Galv.		.40	.55	.85	1.50	2.10	...

TEE HINGES—	3"	4"	5"	6"	8"	10"	12"
904, Light, Plain	12½	.15	.20	.25	.30	.45	.60
SC904, with Screws	15	.20	.25	.30	.35	...	...
906, Heavy, Plain		.20	.25	.35	.40	.50	.70
SC906, with Screws		.25	.30	.35	.45	.65	...
908, Extra Heavy		.25	.30	.40	.65	.90	1.25
937, Extra Corgd.		.30	.35	.40	.70	.95	...
SC937, with Screws		.35	.40	.45	.75	1.00	1.45
SC1304¼, Heavy Galv.		.40	.55	.65	.85	1.40	...
SC1306¼, Corgd. Galv.		.55	.85	1.15	1.85	2.50	...

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

HOLLOW WARE, CAST IRON: Dutch Ovens—No. 8, $3.45 each; 9, $4.00; 10, $4.85; 11, $5.85; 3, $2.00; 2, $2.35; 1, $2.75; 0, $4.25; 00, $5.75.
Gem Pans—No. 1, $1.00 each; 3, $1.00; 6, $1.00; 10, $1.25; 11, 1.10.
Griddles—No. 7, $1.00 each; 8, $1.05; 9, $1.25; 10, $1.65; 12, $1.80; 14, $2.35; 16, $2.75.
Long Griddles—No. 7, $1.75 each; 8, $2.15; 9, $2.75.
Kettles (Stove) — No. 7, round, $2.60 each; 8, $3.90; 9, $3.60; 7 (flat), $2.60; 8, $3.00; 9, $3.60.
Skillets or Spiders—No. 4, 90c each; 5, $1.00; 6, $1.05; 7, $1.15; 8, $1.20; 9, $1.50; 10, $1.80; 11, $2.25; 12, $2.65 each.
Scotch Bowls—No. 2, $1.75 each; 3, $2.00; 4, $2.35.
Waffle Irons — No. 7, $1.85 each; 8, $2.25; 9, $2.50; 7-D, $2.25; 8-D, $2.75; 11, $2.75; 12, $4.50.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 45c; 6, 50c; 7, 60c.
Griddles—No. 8, 90c each; 9, $1.10; 10, $1.35; 12, $1.50; 14, $1.75; 16, $2.00.
Skillets or Spiders—No. 7, 90c each; 8, $1.10; 9, $1.35; 10, $1.75; 12, $2.00; 07, 35c; 08, 40c; 09, 55c; 1010, 65c; 012, 75c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.45	...	.35	...
1	.40	...	.40	...
2	.35	...	.30	...
3	.30	...	.25	...
4 or 104	.25	...	.20	...
5 or 105	.20	...	.15	.75
6 or 106	.15	.60	.15	.60
7 or 107	.15	.50	.15	.45
8 or 108	.15	.30	.10	.40
9 or 109	.10	.30	.10	.35
10 or 110	.10	.25	.10	.30
11 or 111	.10	.20	.10	.25
12 or 112	.10	.15	.05	.20
13 or 113	.10	.10	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes —

Size.	1½	2	2½	3	3½	4	6
No. 40, steel	.15	.20	.25	.30	.35	.40	.60
No. 1040, brass	.50	.60	.75	.90	1.10	1.25	1.50

HOSE FIXTURES—Bands—Magic, ½, ¾ and 1, 2½c each; Caldwells, ½, 3c; ¾, 4c; Sherman, Brass, ½ and ¾, 10c; Galv., ½ and ¾, 5c.
Couplings—½, ⅝ and ¾-in., 20c each; 1-in., 35c; Perfect, ½-in., 35c; ¾-in.. 35c; Sherman No. 10. ½ and ¾-in.. 20c; Snap, 45c.
Menders—Wood, ½-in., 25c doz.; ¾-in., 25c; Sherman's, ½ and ¾-in., 10c each; Coopers, ½ and ¾-in., 15c; P. C. Perfect, ½-in., 15c; ¾-in., 15c; 1-in., 25c.
Nozzles—Mystic, 65c each; Boston. 80c; Duo, 50c; Stanley, Jr., 70c.
Sprinkler Heads—2 Blake, 45c each; 80 and 81, Thompson, 65c; 85 and 86, Thompson, 80c; 115, Thompson, 75c.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch. 15½c; ¾-inch, 19½c; 4-ply. black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, black, ½-inch, 17c; ¾-inch, 21c; 5-ply, red, ½-inch, 20c; ¾-inch, 22c.
Reels, not coupled, per ft.—Electric, corrugated, ½-inch. 21c; ¾-inch, 24c; 1-inch, 35c; Electric smooth, ½-inch, 20c; ¾-inch, 23c; 1-inch, 30c; Second Grade, ½-inch. 19c, ¾-inch, 22c; Third Grade, ½-inch, 16c; ¾-inch, 19c; Fourth Grade, ½-inch, 15c; ¾-inch, 18c.

IRONING BOARDS—(See Boards, Ironing).

IRON SHEETS—Galvanized—	Cut Sheets	Full Sheets
14 to 16	.11	.10
18 to 22	.12	.11
Black Sheets—		
10 to 16	.11	.09½
18 to 24	.11	.09½
30	.12	.10

Corrugated Sheets, Galvanized—	
26 Ga.	8.75
28 Ga.	8.00
Rockface Siding	8.75
Brickface Siding 28 Ga.	8.25

IRONS, PLANE—Stanley or Bailey: Single—1¼-inch, 75c; 1¾-inch, 75c; 2-inch, 80c; 2⅛-inch, 85c; 2⅜-inch, $1.00; 2⅝-inch, $1.05. Double—2-inch, $1.20; 2⅛-inch, $1.25; 2⅜-inch, $1.55; 2⅝-inch, $1.65.
Stanley Block: Nos. 9½, 15, 18, 19, 60½, 62, 65, 65½, 131, 203, 220—50c; No. 62, $1.00; No. 101, 25c; No. 102, 30c; Nos. 110, 130, 40c; No. 140, 65c.
Wood Bench: Single—2-inch, 40c; 2⅛-inch, 45c; 2¼-inch, 50c; 2⅜-inch, 55c; 2½-inch, 60c; 2⅝-inch, 65c. Double—2-inch, 80c; 2¼-inch, 85c; 2¼-inch, 90c; 2⅜-inch, 95c; 2½-inch, $1.10; 2⅝-inch, $1.15.

IRONS—Sad—Common, 15c lb.
Mrs. Potts—No. 50, $2.50 per set
70, $4.00; G. Pressing, 15c lb.; T. Tailor's Goose, 20c.
lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No 60, $3.00 set.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated,. $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot: Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Nitrogen Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.35	.40
60 watts	.40	.45

Type C Lamps—	Clear	Frosted
50 watts	.55	.60
75 watts	.70	.75
100 watts	.95	1.00
150 watts	1.30	1.40
200 watts	1.80	1.90

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RETAIL SELLING PRICES—Continued

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.

LANTERNS, Gasoline—
Nulite—Gasoline: No. 2, $8.00; No. 10, $9.50.

LANTERNS—Dietz Tubular—
HOT BLAST
Little Star Tin Lanterns..1.50
Hi-Lo Tin Lanterns....1.10
Victor Tin Lanterns....1.35
Monarch Tin Lanterns..1.25
U. K. Tin Lanterns.....1.50
No. 2 Royal Tin Lants..1.75
COLD BLAST
Junior Tin Lanterns....1.50
Junior Brass Lanterns..2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 1.85
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.35
D-Lite Tin Lanterns....1.65
No. 2 Large Fount Wizard Lanterns 2.10
DASH AND WAGON
Buckeye Dash Lant'ns..2.00
Junior Wagon Lant'n...2.35
Roadster Wagon Lanterns 2.35
DRIVING
Eureka Driving, plain lens 2.50
Same with optical lens..2.65
Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50
MILL
Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75
FIRE DEPT.
King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass .....
Same, Nickel-plated on Brass 6.50
WALL
No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3.15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00
STREET AND HANGING
Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00
PLATFORM
Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00
UNCLASSIFIED
Police Flash Lanterns...2.00
Traffic Signal Lanterns.4.35
No. 12 Display Stand and Assortment 25.00

LATCHES: Barn Door—No. 10, each, 65c; 125, $2.25; 126, $2.10; 127, 50c; 128, 50c.
Door—No. 5, each, 50c; 6, 70c; 25, 45c; 30, 20c; 101, 20c; 102, 25c; 103, 30c; 130, 25c; 1240, 75c; 1263, 45c.
Gate: St. Louis, No. 19, each, 20c; Top Spring, No. 14, each, 35c; Cast, Box — No. 7, each, 30c; 8, 30c; 9, 30c; Upright, No. 3, each, 25c; Secret—No. 01413, each, 85c; R and EA1413, $1.00. Conrad's Safety, 35c.
Night, Rim:
Corbin—No. 353, each, 75c; 356, $3.00; 356, R, EA, $3.00; 0356, $1.15; 0356, R, EA, $1.25; 374, D, $3.50; R, $3.50; 1356, D, $3.75; R, EA, $3.75.
Miller — No. 64, each, 75c; 178C, $1.10; 378, $1.10; 3781B, $1.10; 4978, $1.75.
Sargent—No. 4250J, each, $2.00.
Yale — No. 20, each, $1.15; 26, 85c; 33, $2.25; 34, $2.75; 36, $2.25; 37, $3.00; 42, $4.25; 042, $3.25; 042P, $4.00; 44, $5.00.

LATCHES—Continued.
Refrigerator — No. 091, each, 80c; 091 N, 90c; 091 S, 85c; 091 SN, $1.00; 092, $1.10; 092 N, $1.15; 092 S, $1.10; 092 SN, $1.25; 564, 35c; 574, 40c; 640, 640 S, $1.35; 640 N, 640 SN, $1.50; 607 B, 607 BS, $1.00; 607 BN, 607 BSN, $1.10.

LEAD—Bar, 15c lb.; Calking (100 lbs.), 14c lb.; Pig (100 lbs.), 13c lb.; Sheet (full), 17c lb.; Wool, 35c lb.

LEVELS — No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28-inch, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.
Wire, Twisted—50-foot, 20 gauge, 40c each; 75-foot, 20 gauge, 50c; 100-foot, 20 gauge, 60c; 50-foot, 18 gauge, 55c; 75-foot, 18 gauge, 75c; 100-foot, 18 gauge, 90c.
Wire, Solid—100-foot, 10 gauge, 85c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease	.12½	...	.35	.50	.70	1.10	2.20
Superior Cup	.20	.40	.55	.85	...	1.60	....
No. 2 Transmis'n.	...	...	...	1.10	...	1.95	....
No. 42 Transmis'n	...	...	...	1.15	...	2.10	....
Black Transmission	...	...	...	.90	...	1.55	....
Black Fibre Trans.	...	...	...	1.10	...	2.00	....
Plow Grease	.10	...	.30	.45	...	....	....

Galena Superior Oils—

	½-gal. can	1-gal. can	5-gal. can	15-gal. gal.	30-gal. gal.	55-gal. gal.
Light Motor Oil..	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil.	.70	1.20	4.90	.96	.85	.81
Tractor No. 1....	...	1.30	5.15	1.02	.91	.87
Tractor No. 2....	...	1.30	5.30	1.03	.93	.89
600 Transmission.	...	.95	3.50	.69	.58	.54
600 Steam Cyl...	...	1.15	4.50	.89	.78	.74
Castor Machine..	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2	.55	.90	3.35	.66	.55	.51
Separator	.55	.90	3.30	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No.50, 65-inch, with end, $5.00.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $1.00; 16x27, $1.25; 18x30, $2.10; 20x33, $2.50; 22x36, $2.50.
Cocoa Fibre, Medium—16x27, $2.50; 18x30, $2.75; 20x33, $3.50.
Steel—15½x23½, $2.00 each; 17½x30, $2.75; 21½x36, $4.00.
Steel Matting in Rolls—Per square foot, 80c.

MATTOCKS— Each.
Short Cutter, Standard, 5½ lbs. 1.20
Long Cutter, Standard, 6 lbs. 1.25
Pick, Standard, 5 lbs. 2.20

MAULS—Post—10-lb., $1.25 each; 13-lb., $1.60; 16-lb., $2.00; 18-lb., $2.25; 20-lb., $2.50.
Ship or Top, 25c lb.
Wood Choppers—Adze or Round Eye, 20c lb.

MILLS—Cider—
Junior .....43.00 Senior 72.00
Medium .....52.00 Force Feed 32.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
O-Cedar, Handled—No. 4, small triangle, $1.00 each; No. 3, large triangle, $1.50; No. 10B, polish $1.50.
Self-Wringing—No. 10, $1.00 each.
Round—No. 1, $1.75; No. 2, $1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 18, 35c each; No. 70, 85c; Janitor's, 55c each.

NAILS—Standard—All sizes, base, $4.65. 6d and larger, 7c lb.; 5d and smaller, 8c; 2d Fine Blue (Lath), 10c. 25 lb. lots, add to selling base $1.25 per keg. 50 lb. lots, 75c.
Cement Coated—All sizes, base, $3.90. 6d and larger, 10c lb.; 5d and smaller, 12c.
Felt Roofing—⅞ inch Plain, 15c lb.; ⅞ inch Galvanized, 18c.
Brads and Nails in Packages—All sizes, 40 per cent.
Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish.	O.C.Box
2d.....	1.45	1.65	1.70	2.00	1.65
3d.....	1.15	1.30	1.35	1.55	1.30
4d.....	.80	*1.05	1.10	1.25	*1.05
5d.....	.75	1.00	1.05	1.20	1.00
6d.....	.60	.70	.75	1.00	.70
7d.....	.55	.65	.70	.70	.65
8d.....	.30	.45	.50	.60	.45
9d.....	.30	.45	.50	.60	.45
10d.....	.20	.30	.35	.45	.30
12d.....	.15	.25	.30	.40	.45
16d.....	.10	.15	.20	.25	...
20 to 60d Base	.05	.10	.15	...	...

Barbed Nails advance 25c over Smooth Nails.
*Orange Box, $1.60.
2d Fine—Plain, $1.95; Extra, $1.95.
3d Fine—Plain, $1.35; Extra, $1.55.
Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. ⅛-lb., 10c each; ¼-lb., 15c.
Wrought Brass—2-oz., 15c each; 4-oz., 25c.
Hob—⅜, 80c lb.; larger, 30c.
Hungarian—Round or Cone Head—⅛-lb., 5c each; ¼-lb., 10c.

NETTING, POULTRY—Hexagon, Galvanized after weaving—
2-inch, 20-gauge—

Width, inches—	12	18	24	30
List Roll	2.14	3.08	3.92	4.68
Sell Full Roll.....	1.95	2.80	3.55	4.25
Sell Cut (lineal foot).	.01½	.02¼	.03	.03¾
Width, inches—	36	48	60	72
List Roll	5.35	7.18	8.91	10.69
Sell Full Roll.....	4.75	6.40	8.00	9.65
Sell Cut (lineal foot)..	.04	.05½	.06¾	.08

1½-inch, 20-gauge—

Width, inches—	12	18	24	30
List Roll	3.15	4.53	5.78	6.90
Sell Full Roll	2.85	4.10	5.25	6.25
Sell Cut (lineal foot)..	.02¾	.03¾	.04½	.05½
Width, inches—	36	48	60	72
List Roll	7.88	10.50	13.13	15.75
Sell Full Roll.....	7.10	9.45	11.75	14.10
Sell Cut (lineal foot).	.06	.07¾	.10½	.12

1-inch, 20-gauge—

Width, inches—	12	18	24	30
List Roll	4.95	7.12	9.08	10.83
Sell Full Roll	4.45	6.40	8.20	9.85
Sell Cut (lineal foot).	.04	.05½	.07¼	.08

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RETAIL SELLING PRICES—Continued

NETTING—POULTRY—Continued.

Width, inches—	36	48	60	72
List Roll	12.38	16.50	20.63	24.75
Sell Full Roll	11.15	15.00	18.60	22.25
Sell Cut (lineal foot)	.09½	.12½	.15½	.18½
¾-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	8.55	12.30	15.68	18.71
Sell Full Roll	7.75	11.10	14.10	16.85
Sell Cut (lineal foot)	.07¼	.09½	.12½	.14½
Width, inches—	36	48	60	72
List Roll	21.38	28.50	35.63	42.75
Sell Full Roll	19.25	25.65	32.00	38.50
Sell Cut (lineal foot)	.15½	.22½	.27	.32

NIPPERS, CUTTING—

Bernard's—	
5-inch	2.25
6-inch	2.65
7-inch	3.25
Nettleton's—	
6-inch	2.00
8-inch	2.40
10-inch	2.90
12-inch	3.10
14-inch	3.75
Utica—	
5-inch	1.00
6-inch	1.15
7-inch	1.35
4-inch	1.15
4½-inch	1.25
5-inch	1.35

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.

Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.

Wing, Tapped, U. S. S.—3-16, 20c doz.; ¼, 25c; 5-16, 30c; ⅜, 40c; 7-16, 50c; ½, 75c; ⅝, $1.50.

OAKUM—Plumbers', 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.

Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.

Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.

Many-use—3-oz. can, 25c.

OVENS PORTABLE—

No.	Each.	No.	Each.
Androck, complete	1.10	11	2.75
Kerogas—		13	3.50
857	6.00	111	3.50
657	7.25	113	3.75
Pinney & Boyle—		120	6.25
1	3.25	213	3.50
2	3.75	220	7.00
		318	4.25

OVENS: New Perfection—No. 121-GE, one burner, glass swing door, blue enameled door frame, $6.00; No. 122-GE, two burners, $7.50.

Puritan — Two burners, glass drop door, polished steel, asbestos lining, knockdown style, $5.75.

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 40c.

Italian Hemp—A, 1-inch, 50c.

Square Flax, braided, 50c.

Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.

Asbestos Cement—7½c lb.

Wicking, Asbestos—4-oz. ball, 30c.

Cotton Candle—2-oz. ball, 10c.

PADLOCKS — Corbin—No. 958, 35c each; 2802¼, 30c; 2822¼, 40c; 2869, 75c; 2879, $2.00; 2880, $2.25; 2881, $2.50; 2883, $3.75.

Miller—No. 1, $1.25 each; 16, 20c; 16B, 35c; 16G, 25c; 18, 25c; 19, 30c; 19G, 30c; 21, 35c; 21G, 35c; 34, $1.50; 35B, 20c; 37, 20c; 41, 60c; 76, 75c; 88, 35c; 99, $1.25; 100B, 20c; 121, 40c; 125, $1.15; 180, 35c; 190, 40c; 210, 50c; 214, 55c; 221, 65c; 232, 65c; 700B, 40c; 1398, 60c; 5438, $1.00; 5438XC, $1.15; 5441, 80c; 5441XC, 95c each.

Yale—No. 223, 85c each; 225, $1.00; 453J, 30c; 453X, 30c; 563, $1.75; 565, $2.10; 585, $1.50; 635, $1.50; 645J, 65c; 803, $2.25; 805, $2.25; 805½, $2.50; 813, $2.25; 815, $2.35; 823, $2.40; 833, $3.90; 843, $3.25; 853, $3.50; 8454, $2.75.

Slaymaker—No. 160, $1.75 each; 178, 45c; 179, 5c; 189, 75c; 1092, 90c; 1093, $1.10; 1098, $1.10; 1902, 55c; 1903, 60c; 1904, 75c; 3901, 75c; 3902, 60c; 3903 45c; 4026 20c; 4078, 75c; 6180, 25c; 9902, 70c; 9902 N. C., 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—	
1 gallon	1.45
5 gallons	1.15
Alum—	
Pwd., less than 100 lbs., lb.	.17
Benzine—	
New cans, casd., gal.	.60
Old cans, uncsd, gal.	.40
Coal Tar—	
5-gal.	.40
1-gal.	.55
Less 25 lbs.	.09½
Creosote—	
Gal.	.85
Distillate—	
Light, gal.	.40
Glue—	
No. 2 Gelatine	.50
Chicago White	.50
Kalsomine, White—	
Bbls., 280 lbs.	.08
Kegs, 100 lbs.	.08½
4 25-lb. pkgs., bulk	.09
25 lbs., bulk	.09
100 lbs., 5-lb. pkgs.	.09
Less 100 lbs., pkgs.	.09½
Lamp Black—Bear Brand—	
1-S, lb. pkg.	.45
½-S	.80
¼-S	.20
Linseed Oil, Boiled—	
5's	Gal. 1.32
1's	Gal. 1.62
½'s	½-Gal. .90
¼ s	Qt. 50
⅛'s	Pt. .80

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.85
Paint, Dry Colors—	
Umber	.12
Chrome Green, Med.	
Graphite	.07
Metallic	.08
Sienna	.11
Venetian Red	.08
Yellow Ochre	.07
Painters' Petroleum—	
1-gal.	Gal. .60
Paints, Ready Mixed—1st grade, white—	
Gals.	Gal. 4.40
½-gals.	½-Gal. 2.30
Quarts	Qt. 1.25
Pints	Pt. .70
½-pints	½-Pt. .40
1st Grade, Colors—	
Gals.	Gal. 4.25
½-gals.	½-Gal. 2.25
Quarts	Qt. 1.20
Pints	Pt. .65
½-pints	½-Pt. .35
2d Grade, White or Colors—	
Gals.	Gal. 2.90
½-gals.	½-Gal. 1.60
Quarts	Qt. .95
Inside Floor—	
Gals.	Gal. 2.90
½-gals.	½-Gal. 1.60
Quarts	Qt. .95
Porch—	
Gals.	Gal. 4.25
½-gals.	½-Gal. 2.25
Quarts	Qt. 1.20
Plaster Paris—	
Less sack, lb.	.10
Putty, Bladder—	
Less than 100 lbs.	07½
Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. cans	.12½
3-lb. Cans	.09½
5-lb. cans	.09
10-lb. cans	.08½
25-lb. cans	.08
85 lb. cans	.06½
Rosin—	
Lb.	.14
Barrels, 280 lbs.	.08¼
Kegs, 100 lbs.	.09¼
100-lb. bulk	.09¼
25-lb. bulk	.09¾
Less 25 lbs.	.10¼
100 lbs., 5-lb. pkgs.	.10
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs., 5-lb. pkgs.	.10
Turpentine—	
5's	Gal., 1.75
1's	Gal., 2.00
½'s	Gal., 1.10
¼'s	Qt., .60
⅛'s	Pt., .35

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.20
No. 0, each	.35
No. 1, each	.40
No. 2, each	.45
No. 3, each	.50
No. 4, each	.55
No. 5, each	.60
No. 6, each	.80
No. 7, each	.90

PAPER, BUILDING—

Roofing—	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	....	2.50	....
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	....	3.75	....
Certain-teed	2.50	3.25	3.75
Major	2.00	2.50	3.00
Guard	1.85	1.75	2.15

Pioneer Sheathing, Gray—Per roll, 20-lb., $1.00; 25-lb., $1.25; 30-lb., $1.50.

Shingles, Slate, Red or Green—Individual (424 per square), $10.00 square. Strip or Slab (104 per square), $9.00.

Tin Caps—1¼-inch, 80c per lb.

Felt—Asphalt Saturated, $2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, $1.75 per roll; Saturated and Coated, $2.75.

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

	0	½	1	1½	2	3
Emery Paper	1.00	1.05	1.15	1.30	1.55	2.00
Emery Cloth	2.00	2.00	2.25	2.25	2.50	3.00

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	3.65	4.50	2¾x4½	5.25	7.00
2¼x4½	3.70	4.80	5	5.50	7.25
2½x4½	3.90	4.90	3x5	6.25	8.25
2¼x5	4.00	5.00			

PERCOLATORS, COFFEE—Universal—

46	3.50	74	4.50
48	4.00	76	5.00
42	3.25	79	5.75
54	3.50	714	6.50
56	4.00	464	4.75
58	4.50	466	5.25
64	4.00	469	6.00
66	4.50	474	5.25
69	5.25	476	5.75
614	6.00	479	6.50

Percolator Tops, 10c each.

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RETAIL SELLING PRICES—Continued

PICKS—Railroad, 5-lb., 95c each; 6-lb., $1.00; 7-lb., $1.15; 8-lb., $1.25; 9-lb., $1.35.
Drifting—No. 1, 90c each; 2, 95c; 3, $1.00; 4, $1.15; 5, $1.25.
Poll—1, 3½ lbs., $1.00; 2, 4 lbs., $1.00.
Prospecting—Std., 2471, $1.75; Maydole No. 1482, $2.25; No. 1483, $2 00.
Ice—B, 50c; C, 45c; D, 75c; Chisel, 0, 25c; 1, 35c; Chipper, 5, 50c; 93, 20c; 150, 25c; 630, 30c; 1554¾, 20c.
Drift Pick Eyes—No. 2, 3-lb., 75c; No. 3, 4-lb., 80c; No. 4, 5-lb., 85c.

PINS—Clothes—C—Common, 10c doz.; US—Spring, 15c; H—Hoyt's Spring, 20c.

PINCERS—Carpenters'—6-in., 65c; 8-in., 80c; 10-in., $1.00.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.
4-inch, Japan, 40c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 20c joint; 6-inch, 20c.
Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.
Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c; 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.
In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c. 3, 3⅛ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS, AUTOMATIC—Colt's—A 252 (CA25), $16.50 each; A323¾ (CA32), $19.50; A3803¾ (CA380), $19.50; 384½ (CA384½), $36.75; 455 (CA455), $34.00.
Remington—51, $19.50.
Savage—1907, 32 Cal., $19.00; 380 Cal., $19.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Stanley—No. 1, $2.95 each; 2, $3.85; 3, $4.10; 3C, $4.25; 4, $4.35; 4C, $4.60; 4½, $5.00; 4½C, $5.35; 5, $5.00; 5C, $5.25; 5½, $5.35; 5½C, $6.00; 6, $6.60; 6C, $6.90; 7, $7.50; 7C, $7.65; 8, $8.35; 8C, $9.25; 9, $9.15; 9½, $2.25; 9¾, $2.75; 10, $6:65; 10½, $5.40; 12, $5.00; 12½, $6.60; 15, $2.10; 15½, $2.85; 16, $2.50; 17, $2.85; 18, $2.85; 19, $2.85; 20, 8.25; 24, $3.10; 25, $2.85; 26, $3.20; 27½, $3.75; 28, $4.15; 29, $4.65; 31, $4.50; 32, $5.00; 35, $3.75; 36, $4.50; 37, $5.00; 40, $2.20; 40½, 3.00; 45, $14.00; 46, $9.80; 47, 7.65; 48, $5.25; 49, $5.25; 50, $7.00; 55, $25.50; 60, $2.60; 60½, $2.85; 61, $2.25; 62, $5.65; 65, $3.15; 65½, $2.60; 71, $3.95; 71½, $3.20; 72, $4.35; 74, $10.25; 75, 75c; 78, $3.25; 85, $4.60; 90, $3.95; 92, $4.00; 93, $4.85; 94, $5.65; 95, $2.00; 97, $3.95; 98, $2.00; 99, $2.00; 100, 60c; 101, 50c; 102, 95c; 103, $1.25; 110, $1.30; 112, $4.50; 118, $7.45; 120, $1.75; 130, $1.80; 131, $2.75; 140, $3.00; 146, $4.00; 147, $4.25; 148, $4.65; 171, $5.95; 190, $2.90; 191, $2.90; 192, $2.65; 203, $1.50; 212, $3.10; 220, $1.70; 278, $3.25; 289, $4.00. 444, $11.00; 602, $4.30; 603, $4.90; 604, $5.30; 604C, $5.55; 604½, $6.15; 605, $6.15; 605C, $6.45; 605½,

PLANES—Continued.
$6.75; 606, $7.85; 606C, $8.25; 607, $9.90; 607C, $9.45; 608, $10.70; 608C, $11.20.
No. 39—¼, $2.90; ⅜, $3.20; ½, $3.40; ⅝, $3.55; ¾, $3.70; 13-16, $3.85; ⅞, $3.85; 1, $3.95.
Stanley Block Plane Irons—100 and 101, 15c; 102 and 103, 20c; 110 and 130, 30c; 120 and 220, 40c; 140, 50c; 9½ and 9¾, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c. 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.00. inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, $1.00.

PLATES, GAS, HOT—No. 501, $3.50 each; 502, $5.75; 503, $8.50; 702, $7.75; 703, $11.50; 722, $8.50; 723, $12.50; 1001, $2.50; 1002, $4.25.

PLIERS—Klein's No. 201—6-inch, $3.25 each; 7-inch, $3.50; 8-inch, $4.00; 9-inch, $4.75. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.00; 9-inch, $2.25; 12-inch, $2.75; 18-inch, $3.50; 24-inch, $4.00. No. 37, 12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.25. No. 37G, 12-inch, $3.75; 18-inch, $4.50. No. 34G, 4-inch, $1.65; 6-inch, $2.00; 8-inch, $2.75; 10-inch, $3.25.
Wood, Stanley or Disston—No. 00, $1.50; 0, $1.65; 2, $2.25; 3, $2.75; 8, $3.50. No. 13, 26-inch, $3.25; 28-inch, $3.35; 30-inch, $3.35. No. 15, 26-inch, $3.85; 28-inch, $4.00; 30-inch, $4.00. 30, $3.35; 35, $3.00; 45½, $4.75. No. 93, 26-inch, $4.65; 28-inch, $4.85; 30-inch, $5.00. 95, $7.75; 96, $9.25; 102, 75c; 104, $1.00.
Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, $1.00.

POKERS, STOVE—No. 100, Straight, 20-inch, 20c; 105, Bent, 20-inch, 20c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt., 40c each; 1 pint, 50c; 1 quart, 80c; ½ gallon, $1.25; 1 gallon, $2.25; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00.
O-Cedar—4 ounce, 80c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c. 2 pounds, $1.70; 5 pounds, $3.00.
METAL—NonOllo, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.
STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

PULLERS—Nail—Rex, $1.35 each; Rex, Jr., $1.15; Red Devil, $2.50; Morrill's, $3.00; Little Giant, $2.00.

PULLEYS—Brass Screw, No. 35, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 37, ⅝-inch, 35c
Clothes Line—No. 30, 8½-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2½-inch, 30c; No. 67, 25c; No. 160, 2-inch, 25c; No. 6500, 5½-inch, 55c; No. 6500G, 5½-inch, 65c.
Hay Fork—No. 566, for rope, 75c; No. 1651, for wire rope, $1.85.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $3.60; 2, $4.00; 3, $5.00; 4, $6.00.

PUTTY—Per lb., 15c.

RAIL, DOOR HANGER—See Hangers.

RAKES, GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—	8"	10"	12"	14"	16"
Flat Wood	.50	.70	.95	1.25	1.65
Half Round Wood	.55	.75	1.00	1.35	1.75
Half Round Cabinet	.70	.95	1.25	1.60	2.00
Horse Hellers, Plain	...	...	.45	.65	.85
Horse Hellers, Tanged	...	...	...	.80	1.10

RAZORS (SAFETY)—Eveready—

No.		No.	
700, each	1.00	706 B, 6 Blades, Pkg.	.40
2, each	3.00	706 B, 12 Blades, Pkg.	.65
Gem			
800, each	1.00	800 B, 7 Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, 5 Blades, Pkg.	.35
Durham Domino			
1, each	1.00	3 Blades, Pkg.	.30
2, each	2.00	5 Blades, Pkg.	.50
Gillette			
Old Type—		Blades—	
Brownie	1.00	6 Blades, ½ pkg.	.50
Pioneer	2.50		
Pocket	3.00	12 Blades, Pkg.	1.00
New Type —		Each	5.00
New Standard, Bostonian, Richwood, Big Fellow—		Gold Plated	6.00
		Traveler	7.50
AutoStrop			
1, 7, 8, set	5.00	254S, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1 Wood, $2.75.

REVOLVERS—

Colts, Model	Each
Pocket Positive	23.00
Police Positive Spec.	25.00
Police Positive Tgt.	27.00
Army Special	26.00
New Service	31.00
Single Action	29.00
Iver Johnson—	
Model 1900; .22, .32, or 38 —	
2½-inch	5.00
4½-inch	5.50

Hammer	Hammerless
3 $10.00	$11.00
4 10.50	11.50
5 11.00	12.00
6 11.50	12.50

Smith & Wesson —
1905 Military and Police 31.00
Regulation Police 29.00
1903 Hand Ejector 27.50
38 S. & W. Perfected 27.50
1908 Military 35.00
1911 Target—6-inch 31.50
10-inch 28.00
New Departure—
.32 caliber 25.50
.38 caliber 27.50
1917 Army, 45 caliber 35.00

RIFLES—No. and Model—

Benjamin Air—	
E	5.25
Daisy Air—	Each
25	5.25
40	5.25
3	3.25
30	2.75
11	2.25
12	1.75
King Air—	
4	2.50

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RETAIL SELLING PRICES—Continued

RIFLES—Continued.

5	2.75
5B	3.50
10	.90
21	1.50
22	1.75
Smith & Wesson—	
1905 Military Police	31.00
Regulation Police	29.00
1903 Hand Ejector	27.50
38 S. & W. Perfected	27.50
1908 Military	35.00
1911 Target	31.50
New Departure 38	27.50
Marlin—	Each
20, Round barrel	19.50
27, Round barrel	31.00
Octagon barrel	32.75
38, Octagon barrel	21.50
39, Octagon barrel	26.50
93, Round barrel	32.50
Octagon barrel	34.00
Carbine	32.50
Remington—	
4 TD—Octagon Brl.	11.65
6 TD—Round Brl.	7.85
8 A TD—Round Brl.	62.00
12 TD—Round Brl.	22.00
TD—Octagon Brl.	25.55
14 A TD—Standard	49.50
TD—Carbine	48.45
16 A TD—Standard	42.00
Savage—	
1899 250-3000	51.00
1899 TD, Feath'wt	46.00
1899 SF	39.00
1904 TD, Single shot	8.50
1914 TD, Hammerless	21.00
Stevens—	
Little Scout	5.40
Crack Shot	6.85
Marksman	8.65
Favorite	9.85
70 TD, 22	15.00
Winchester—	
86 TD, .33, Rd. Brl.	61.50
90 TD, .22, Oct. Brl.	24.75
Cal. 25-20, 32, 38, 44—	
92 SF, Rd. Bbl.	31.75
92 SF, Oct. Bbl.	33.75
92 SF Carbine, Rd.	28.75
92 TD, Rd. Bbl.	44.25
92 TD, Oct. Bbl.	46.25
Cal. 32-40, 38-55—	
94 SF, Rd. Bbl.	35.50
94 SF, Oct. Bbl.	38.50
94 SF, Carbine, Rd.	33.00
94 TD, Rd. Bbl.	49.25
94 TD, Oct. Bbl.	52.25
Cal. 25-35 Win., 30 Win., 32 Win. Special—	
94 SF, Rd. Bbl.	37.50
94 SF, Carbine, Rd.	34.75
94 TD, Rd. Bbl.	51.25
94 TD, Oct. Bbl.	54.25
30 Army, .303 British, 30 Govt. '06, 35, 405—	
95 SF, Rd. Bbl.	49.25
95 SF, Carbine, Rd.	49.25
95 SF, Musket, Rd.	53.00
95 TD, Rd. Bbl.	62.25
02 SS, .22, Rd. Bbl.	7.50
03 .22, Rd. Bbl.	41.00
04 SS, .22, Rd. Bbl.	9.00
05, 35, Rd. Bbl.	47.50
06 .22, Rd. Bbl.	21.50
06 Expert, .22, Rd.	24.75
07, 351, Rd. Bbl.	57.50
10, 401, Rd. Bbl.	57.50
52, Bolt Act., .22, Rd.	57.50
87, SS, Mskt., .22, Rd.	49.25
97 SF	42.75
97 TD	46.00
11 TD	61.50
12 Hammerless, TD	54.25
12 Tournament	82.25
12 Trap	101.00
12 Pigeon	197.00
12 Hammerless TD, Tourn. with Ventilated Rib	154.25
Trap	164.00
Pigeon Eng.	260.00

Add $10.75 to Tournament grade shotgun for extension action slide handle, model 12, and $17.25 to Trap or Pigeon grade for extension action slide handle, model 12.

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box.; 100's, 10c box.

Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.	.25	.50	7—Asst.	.25	.50
8 "	.25	.50	8 "	.25	.50
9 "	.25	.50	9 "	.25	.50
10 "	.25	.50	10 "	.25	.50
12 "	.25	.50	12 "	.25	.50

Copper Iron, with Burrs—08 Asst., 15c, ½-lb. box; 010, 20c.

RIVETS—Tinner's—

Tinned (in bulk), 25c.

Tinned (in papers)—8-oz., 25c; 12-oz., 30c; 14-oz., 35c; 1-lb., 40c; 1½-lb., 45c; 2-lb., 60c; 2½-lb., 70c; 3½-lb., $1.00; 4-lb., $1.10; 5-lb., $1.20; 6-lb., $1.40; 7-lb., $1.65; 8-lb., $1.90; 10-lb., $2.65; 12-lb., 3.25; 14-lb., $3.75.

Tubular Harness—50S, per box, 15c; 100S, 25c.

ROOFING—(See Paper).

ROPE—Cotton—	3/16	¼	⅜	½	⅝	¾	⅞	1
Ft per lb	66	45	20	12	8	6	4½	3
Cents per ft.	1	1¾	3½	5½	9	11	20	30
Manila—	3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	80	55	27	13½	7½	6.1	4.5	3.8
Cents per ft.	½	¾	1¼	2¼	.4	.5	.6½	.8
Sisal—								
Ft per lb	70	40	24	14	9	6.8	4.9	3.6
Cents per ft.	½	¾	1¼	2	3½	4	5½	7½
Galv. Wire—	3/16	¼	⅜	½	⅝	¾	⅞	1
Cents per ft.	1¾	2½	4¾	7¼	...	...	...	...
Thimbles	05	05	10	15	15	15	20	
Clips, Galv.	10	15	20	25	35	45	50	
Clips, Jap'd	10	10	15	20	30	35	45	

ROPE—(Portland Cordage Co. list)—Basis Prices—Per lb., ¾-in. diameter or larger—Manila, Cloverleaf, 25c; Manila, Seaport, 20c; Life Line Lariat, 3 or 4 strand, 33c; Bronco Lariat, Red Thread, 3 or 4 strand, 30c; Black Hawk Lariat, 4 strand, 7 16-in., 20c; White Sisal Lariat, Red Thread, 3 or 4 strand, 20c; White Sisal, 20c; Sisal, 20c.

Differentials—3-16-in dia. (6 thread fine), 2½c; ¼-in. 5-16-in. (6 and 9 thread), 2c; ⅜-in. (12 thread), 1½c; 7-16, ½, 9-16-in. (1¼, 1½, 1¾ cir.), 1c; ⅝-in. (2-in. cir.), ½c.

RULES, Boxwood: Lufkin Stanley — 171 (36), each, 55c; 372 (36½), 80c; 386 (32), 85c; 388 (32½), $1.25; 465 (69), 20c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 761 (63), 45c; 762B (7), $1.00; 771 (84), 70c; 780 (62½), 85c; 781 (62), 75c; 781C (62C), $1.65; 808 (5), $1.10; 861A (53½), 85c; 862C (83½), $1.35; 871 (52), 75c; 882 (76), $1.15; 881 (54), $1.00; 3851 (66½), 65c; 3861 (66¼), 75c; 3881 (66¾), $1.65; 4883 (94), $3.00.

Zigzag, Aluminum — No. 423, 3-inch, each, $1.15; 424, 4-inch, $1.50; 425, 5-inch, $1.75; 426, 6-inch, $2.25.

Riveted Joint: Yellow — No. 803F, 3-inch, each, 25c; 804F, 4-inch, 30c; 805F, 5-inch, 40c; 806, 6-inch, 45c. White—853F, 3-inch, each, 30c; 854F, 4-inch, 35c; 855F, 5-inch, 45c; 856F, 6-inch, 55c.

Concealed Joint — No. 04, 4-inch, each 45c; 05, 5-inch, 60c; 06, 6-inch, 70c; 08, 8-inch, 90c; 104, 4-inch, 50c; 105, 5-inch, 65c; 106, 6-inch, 75c; 108, 8-inch, $1.00; 703, 3-inch, 25c; 704, 4-inch, 30c; 705, 5-inch, 40c; 706, 6-inch, 45c; 708, 8-inch, 65c; 703, 3-inch, 30c; 704, 4-inch, 35c; 705, 5-inch, 45c; 706, 6-inch, 55c.

With Hook—No. H8516, 6-inch, each, 55c; H8526, 6-inch, 60c.

Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 1131, 1141, Zig-zag, 65c; 1132, 1142, Zig-zag, $1.25; 1143, Zig-zag, $1.85.

SAWS — Cross Cut —

	S 520	A51 and 52 S503 and 513	V251 and 252	V360	V361
5	$ 7.65	....	....	$ 6.70	$5.65
5½	8.55	....	....	7.40	6.30
6	9.60	$12.80	$ 8.60	8.10	6.85
6½	10.85	14.40	9.80	8.80	7.40
7	12.12	16.00	10.85	9.45	8.00
7½	....	17.60	11.95	10.10	8.55
8	....	19.35	13.10	10.85	9.15
8½	....	21.30			
9	....	23.30			
10	....	27.35			

One-Man Cross Cut —	A1000	A749	S222
3	$5.55	$4.70	$3.95
3½	8.65	5.30	4.45
4	4.15	6.00	5.00
4½	4.60	6.60	5.55
5	5.25	7.40	6.10
5½	5.70	...	6.55

SAWS—Hand—

61, 62, 361, 362, Simonds Blue Ribbon, or 12 Disston or 69 Atkins		22-inch	2.60
		24-inch	2.75
		26-inch	2.90
18 inch	2.95	28-inch	3.40
20 inch	3.20	No. 10 Simonds or 7 Disston	
22 inch	3.50	18 inch	2.10
24 inch	3.80	20 inch	2.25
26 inch	4.10	22 inch	2.50
28 inch	4.45	24 inch	2.60
71, 72, 371, 372, Simonds Blue Ribbon; D8 Disston or 51 Atkins		26 inch	2.75
		28 inch	3.25
		No. 120 Disston	
18 inch	2.35	26 inch	6.20
20 inch	2.60	28 inch	6.60
22 inch	2.80	No. 112 Disston	
24 inch	3.00	26 inch	5.25
26 inch	3.15	28 inch	5.60
28 inch	3.60	No. D 100 or No. D 20 Disston	
10½ Simonds			
18-inch	2.20	26 inch	4.35
20-inch	2.35	28 inch	4.85

SAWS—	10-in.	12-in.	14-in.	16-in.
Back, No. 4 (Sd. No. 96)	2.50	2.75	3.25	3.50
Compass, No. 2 (Sd. No. 87)	.75	.75	.80	.85
Compass, No. 30	.45	.45	.45	.45
Kitchen, No. 0		.70	.75	.80
Butcher—	18-in.	20-in.	22-in.	24-in. 26-in.
No. 5 (Sd. No. 250)	3.50	3.50	3.75	3.75 4.00
No. 7 (Sd. No. 255)	2.50	2.75	2.75	3.00 ....
No. 70	1.75	1.85	2.00	2.10 ....
Panel—				
No. 7 (Sd. No. 10)	.200	2.25	2.50	2.75 ....
No. 8 (Sd. No. 72)	....	2.50	2.75	3.00 ....
No. 12	3.00	3.25	3.50	3.75 ....
No. 091	.95	1.00	1.10	1.25 ....
Plymouth	2.25	2.35	2.50	....

BUCK—No. 40, $2.50; No. 302, $1.50; No. 617, $1.65; No. 618, $1.65; No. 623, $1.75; No. 677, $2.25.

Blades—No. 4, 4B, 66, 75c; No. 77, $1.25. Rods, 20c.

Coping—No. 100, 30c; No. 110, 45c.

Keyhole—No. 5, 45c; No. 95, 75c.

Pruning—Disston No. 4, 16-in., $1.75; 18-in., $1.85; No 50, 12-in., $1.10; 14-in., $1.15; No. 111, $2.00.

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No 200, $1.75; N33, $2.25; No. 3, Disston, $4.50

SAW SETS—		Morrill's Raker Gauge—	
201 G & P	1.50	No. 1	1.50
Spec. Morrill	2.00	No. 6	2.25
105 Morrill	.60	No. 9	2.50
1 Morrill	2.00		
10	1.20	Atkins Raker Swage	.45
77	1.00	5-M Tooth Gauge	.25
SAW TOOLS—		Jointers Pikes Perf.	.75
Clipper Outfit	.75	Jointers No. 7 Sterns.	.70

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RETAIL SELLING PRICES—Continued

X CUT—

Morrill No. 3	1.30
Baker No. 3	2.85
Colonial	1.40
7 Taintor	2.00
28 Triumph	1.65
Hammer	.85
Lever	.25
Morin No. 2	3.25
Morin No. 2½	4.50
Morin No. 3	8.00

Setting Tool Disston—

No. 100	.80

No. 4 Setting Blocks—

No. 4 Blocks, Morin	1.25
Swages No. 0 Disst	4.75
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins, Excelsior	.85

SCALES: Counter—508, each, $25.00; 510, $27.00.
Family—1021, each, $2.50; 11021, $2.75; 1621, $4.75; 6021, $2.50; 16021, $2.75. Extra Scoops, each, $1.25.
Peddlers'—243, each, $5.25; 243E, $5.75; 243G, $6.00; 262, $8.00; 272, $9.75; 343, $4.75; 343E, $5.00; 343G, $5.00; 0343, $5.25; 0344E, $5.75.
Platform—500-lb., each, $30.00; 1000-lb., $37.50.
Spring Balance—50, each, 25c; 51, 40c; 81, 55c; 84, $1.25; 86, $3.25; 87, $5.50; 2022, $7.75.
Scale Beams—200-lb., each, $4.00; 300-lb., $6.25; 400-lb., $7.50.
Extra Poises—1-lb., each, 75c; 2-lb., 85c; 3-lb., $1.10; 4-lb., $1.25.

SCISSORS—Cast—No. 10, 60c each; No. 44. 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.
Wiss—No. 4BH, $1.25 each; 54½, 85c; 155, 90c; 55½, 95c; 56, $1.00; 56½, $1.05; 57, $1.10; 154½, $1.00; 155, $1.05; 155½, $1.10; 156, $1.15; 156½, $1.25; 157, $1.30; 364, $1.10; 364½, $1.15; 365, $1.20; 366, $1.25; 463, 95c; 463½, $1.00; 464, $1.10; 573, $1.15; 573¾, $1.25; 574¼, $1.40; 663, $1.15; 663½, $1.25; 664, $1.40; 763, 95c; 763½, $1.00; 764, $1.05; 764½, $1.10; 765, $1.15; 765½, $1.20; 766, $1.25; 773, $1.05; 773½, $1.10; 774, $1.15; 814, $1.15; 814½, $1.20; 815, $1.25; 815½, $1.30; 816, $1.35.

SCOOPS—Common Hollow Back—Black—No. 2, $1.75 each; 3, $1.75; 4, $1.85; 5, $1.85; 6, $1.90; 7, $2.00; 8, $2.10; 9, $2.25; 10, $2.35.

SCREEN DOORS—(See Doors).

SCREENS, WINDOW—Adjustable Continental Wood Frame—No. 1533, 55c each; 1833, 60c; 2433, 75c; 2437, 85c; 2837, 95c; 3033, 95c; 3037, $1.05.
Sherwood Steel Frame—No. 1833, 75c each; 2433, 90c; 2437, 95c; 3037, $1.20.

SCREWS—

Machine—Brass—Flat or Round Head:
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Diameter	⅝-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.30	.30	.35	.40	...
3	.30	.30	.35	.40	...
4	.30	.30	.35	.40	.40
6	.30	.35	.40	.45	.60
8	.50	.55	.60	.65	.80
10	.65	.75	.85	1.00	1.25
12	.85	1.00	1.10	1.25	1.50
¼"(14)	1.60	1.75	2.00	2.10	2.40
5/16"(16)	...	2.75	3.00	3.25	3.75
⅜"(18)	...	3.25	3.50	3.75	4.50

Diameter	1¼-in.	1½-in.	1¾-in.	2-in.
2	...	...	...	...
3	...	...	...	...
4	.50	.65	...	...
6	.70	.90	1.15	1.30
8	.95	1.15	1.35	1.60
10	1.40	1.50	1.75	2.00
12	1.75	2.00	2.25	2.50
¼"(14)	2.75	3.00	3.25	3.75
5/16"(16)	4.25	4.75	5.25	5.75
⅜"(18)	5.25	6.25	6.75	7.25

Iron—Flat or Round Head:

Diameter	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.20	.25	.25	...
3	.20	.20	.25	.25	...
4	.20	.20	.25	.25	.30
6	.20	.25	.25	.30	.35
8	.25	.30	.30	.35	.40
10	.35	.40	.45	.45	.45
12	.45	.45	.50	.50	.50
¼"(14)	.60	.65	.65	.70	.75
5/16"(16)	...	1.00	1.00	1.10	1.20
⅜"(18)	...	1.20	1.25	1.30	1.35

	1¼-in.	1½-in.	1¾-in.	2-in.
2	...	...	...	...
3	...	...	...	...
4	.35	.40	...	...
6	.40	.45	.50	.65
8	.45	.50	.60	.75
10	.55	.65	.75	.85
12	.60	.70	.80	.90
¼"(14)	.90	1.00	1.25	1.50
5/16"(16)	1.40	1.60	1.75	2.00
⅜"(18)	1.50	1.75	2.00	2.25

SCREWS: U. S. S. Thread, Iron—

Length (inches)	¼-in.	5/16-in.	⅜-in.	7/16-in.	½-in.
¾	.25	.25	.35	.40	.50
⅞	.25	.25	.35	.40	.50
1	.25	.30	.35	.45	.55
1¼	.30	.35	.40	.45	.55
1½	.35	.35	.40	.50	.60
1¾	.35	.40	.45	.55	.65
2	.40	.40	.45	.60	.70
2¼	.40	.45	.50	.65	.75
2½	.45	.50	.55	.70	.80
3	.50	.55	.60	.75	.90
3½	...	...	...	.85	.95
4	...	...	...	.90	1.00

	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.70	...	...	...
⅞	.75	...	...	...
1	.75	1.00	1.65	...
1¼	.80	1.00	1.65	2.10
1½	.85	1.10	1.75	2.10
1¾	.90	1.25	1.90	2.10
2	.95	1.30	2.00	2.35
2¼	1.00	1.40	2.25	2.50
2½	1.10	1.50	2.40	2.75
3	1.25	1.60	2.65	3.00
3½	1.40	2.10	2.85	3.50
4	1.50	2.25	3.00	4.00

S. A. E. Thread—Steel:

Length (inches)	¼-in.	5/16-in.	⅜-in.	7/16-in.
¾	.25	.30	.35	.50
⅞	.30	.35	.40	.50
1	.30	.35	.40	.55
1¼	.30	.40	.40	.55
1½	.35	.40	.45	.60
1¾	.35	.45	.45	.65
2	.40	.45	.50	.70
2¼	.45	.50	.55	.75
2½	.50	.55	.60	.80
2¾	.55	.60	.65	.85
3	.60	.65	.70	.90
3½	.70	.75	.80	1.00
4	.75	.85	.90	1.15

	½-in.	9/16-in.	⅝-in.	11/16-in.
¾	.55	...	...	...
⅞	.55	...	...	...
1	.55	.90	...	...
1¼	.60	.90	...	...
1½	.65	.95	1.10	1.30
1¾	.75	1.00	1.20	1.40
2	.80	1.10	1.30	1.45
2¼	.85	1.20	1.35	1.60
2½	.90	1.30	1.45	1.70
2¾	.95	1.35	1.60	1.80
3	1.00	1.45	1.70	1.90
3½	1.15	1.60	1.90	2.10
4	1.30	1.85	2.15	2.15

SQUARE HEAD SET—V. or U. S. S. Thread—

	¼-in.	5/16in.	⅜-in.	7/16-in.	½-in.
½	.15	.15	.20	.20	.30
¾	.15	.15	.20	.20	.30
⅞	.15	.20	.25	.25	.35
1	.15	.25	.30	.30	.35
1¼	.20	.25	.30	.35	.40
1½	.25	.30	.30	.35	.40
1¾	.30	.30	.35	.40	.45
2	.30	.35	.40	.45	.50
2¼	.35	.40	.45	.50	.55
2½	.40	.40	.50	.55	.70
3	.45	.45	.60	.60	.80
3½	...	...	...	.65	.95
4	...	...	...	.70	1.05

	⅝-in.	¾-in.	⅞-in.	1-in.
½	...	...	...	...
¾	.15	...	...	...
⅞	.50	...	...	...
1	.55	.85	...	...
1¼	.65	.90	1.50	...
1½	.75	1.00	1.60	2.15
1¾	.80	1.10	1.75	2.40
2	.85	1.15	1.90	2.50
2¼	.90	1.25	2.00	2.85
2½	.95	1.35	2.25	3.00
3	1.00	1.50	2.40	3.25
3½	1.10	1.65	2.50	3.50
4	1.25	1.75	2.75	3.75

WOOD—Steel, Flat or Round Head—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
1 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.30	.30
4	.25	.25	.25	.25	.30	.30	.30
5	...	.25	.30	.30	.30	.30	.30
6	...	.30	.30	.30	.30	.35	.35
7	...	.30	.30	.30	.35	.35	.35
8	...	.30	.35	.35	.35	.35	.40
9	...	.35	.35	.35	.35	.40	.40
10	...	...	.40	.40	.40	.40	.40
11	...	...	.40	.40	.40	.45	.45
12	...	...	.45	.45	.45	.45	.50
13	...	...	...	.45	.50	.50	.55
14	...	...	...	.45	.55	.55	.60
15	...	...	...	...	.60	.60	.70
16	...	...	...	...	.65	.70	.90
17	...	...	...	...	...	...	.95
18	...	...	...	...	...	...	1.00
20	...	...	...	...	...	...	1.25

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RETAIL SELLING PRICES—Continued

SCREWS—Continued.

Size	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.	2 1/4-in.	2 1/2-in.	3-in.
3	.30	.35	...	...	...	...	...
4	.35	.40	...	...	...	...	...
5	.35	.40	.45	.50	.55	.70	...
6	.40	.40	.50	.55	.60	.70	1.05
7	.40	.45	.50	.55	.60	.75	1.05
8	.40	.45	.55	.60	.65	.80	1.10
9	.45	.50	.55	.60	.65	.80	1.15
10	.50	.50	.60	.65	.70	.85	1.15
11	.50	.55	.60	.65	.75	.90	1.15
12	.55	.60	.65	.70	.80	.95	1.15
13	.60	.65	.70	.80	.85	.95	1.20
14	.65	.70	.80	.85	.95	1.00	1.25
15	.75	.80	.95	.95	1.10	1.15	1.35
16	.90	1.00	1.05	1.10	1.25	1.30	1.50
17	.90	1.15	1.25	1.20	1.35	1.50	1.70
18	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristo)—
1/4-inch, 10c each; 5-16, 10c; 3/8, 10e; 7-16, 10c; 1/2, 12 1/2c; 5/8, 15c; 3/4, 20c; 7/8, 25c; 1-inch, 35c.

SCREWS—Gimlet Point, Square Head (Per 100)—

	1/4" and 5/16"	3/8"	1/2"	5/8"	3/4"
1	1.60	...	....	....	....
1 1/4	1.60	1.95	....	....	....
1 3/4	1.75	2.00	....	....	....
2	1.75	2.10	2.95	4.25	....
2 1/2	1.90	2.30	3.20	4.65	....
3	2.00	2.50	3.45	5.00	7.00
3 1/2	2.15	2.65	3.70	5.35	7.50
4	2.30	2.85	3.95	5.70	8.00
4 1/2	2.45	3.00	4.20	6.05	8.50
5	2.60	3.20	4.45	6.40	9.00
5 1/2	2.75	3.45	4.75	6.75	9.50
6	2.85	3.60	5.00	7.15	10.00
6 1/2	....	3.75	5.25	7.50	10.60
7	....	4.00	5.50	7.85	11.10
7 1/2	....	4.20	5.75	8.20	11.55
8	....	4.35	6.00	8.55	12.00
9	....	....	6.50	9.25	13.00
10	....	....	7.00	10.00	14.00
12	....	....	8.00	11.50	16.00

SCREW DRIVERS—Machinists', No. 51, 50c each; 51 1/2, 85c; 52, 85c; 52 1/2, $1.25; 53, $1.15; 53 1/2, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.
Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, $1.00; 8, $1.15; 10, $1.50; 12, 95c. No. 15, 2-inch, 70c; 3, 75c; 4, 80c; 5, 85c. No. 30, $3.00; 31, $4.00; 35, $2.25; 60, $1.00; 130, $3.50.

SCREW DRIVERS—G. & P. — 1 3/4. 40c: 3, 40c: 4, 50c.

SCYTHES—

Brush— No.	Each.	Grass— No.	Each.
400	2.50	200	2.50
450	2.35	250	2.35
Weed—		100	2.50
300	2.50	150	2.35
350	2.35		

SHEARS—Bench—P. S. W.—No. 4, $14.75; No. 5, $12.50; No. 6, $10.75.

SHEETS, IRON — Galvanized — 10 to 16, 10c; 18 to 24, 10c; 26 to 27, 10c; 28, 10c; 30, 10c. Black, 12 to 16, 9c lb.; 18 to 28, 9c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50; Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 11c; 9c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 10c full sheet.

SHIELDS—Lag Screw — Expansion— SEBCO —Per hundred list.

3-16 inch	18.00	1/2	88.00
1/4	15.00	5/8	45.00
5-16	18.00	3/4	65.00
3/8	25.00	7/8	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.
American Double Barrel—Hammer, $20.00; Hammerless, $24.00.
Fox, Double Barrel—Grade A—NE, $62.00; E, $74.50. Grade C—E, $115.00. Sterlingworth—NE, $48.00; E, $60.50. Trap—E, $160.00.
Ithaca Double Barrel—Grade 1—NE, $47.50; E, $62.50 Field—NE, $37.50; E, $52.50.
Iver Johnson, Single Barrel—Champion—NE, $13.00; E, $13.50. E, Rib, $16.00.
L. C. Smith, Double Barrel—Field—NE, $46.25; E, $58.50. Fulton—NE $35.00. Ideal—NE, $55.50; E, $69.25.
Stevens, Single Barrel—105, $13.00; 107, $13.50; 181, $22.50.
Stevens, Double Barrel—215, $20.00; 235, ...; 315, $23.00; 335, $32.40; 345, $36.00; 520, $48.50.
Remington Repeating — 10A, $52.50 each; 10AR, $62.10; 10C, $71.75; 10CR, $81.35; 11A, $62.15; 11AR, $71.75; 11C, $75.75; 11CR, $85.35; 17A, $52.50.
Winchester—

97 SF, 12 Ga., Stand.	42.75	11 TD, 12, Trap	114.50
97 TD, 12 Ga., Std.	46.00	11 TD, 12, Pigeon	249.50
97 TD, 12, Tourn.	75.50	12 TD, 12, 16, 20 St.	54.25
97 TD, 12, Trap	95.25	12 TD, 12, 16, 20 Tu.	82.25
97 TD, 12, Pigeon	185.50	12 TD, 12 16 20 Tp.	101.00
11 TD, 12, Stand	61.50	12 TD, 12 16 20, Pg.	197.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $1.35 each; Carter's, $1.85; Ames, $2.25.
Plain Black Polished — 4th Grade, $1.50 each; Carter's, $2.00; Ames, $2.25.
Riveted Strap Back Black—Ames, $2.00 each.
Riveted Strap Back Polished — 4th Grade, $1.50 each; Ames, $2.25.
Solid Socket—Maynard—Black, $2.50 each; Polished, $2.65.
Fire, Sheet Steel—Jumbo, 25c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.75; Chester, $2.00.

SMOOTH-ON—75c lb.

SOLDER — 1/2 and 1/2, 35c lb.; No. 1, 90-100, 85c; Wiping.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—
Major League Baseballs, $2.00; Junior League Baseballs, $1.50; Special League Baseballs, $1.75; Lowest Quality, 15c.
Major League Catchers' Mitts, highest quality, $15.00; lowest quality, $1.00.
Major League Basemen's Mitts, highest quality, $9.00; lowest quality, $1.00.
Major League Fielders' Gloves, highest quality, $8.00. lowest quality, 75c.
Player's Model Bats, $1.25; lowest quality, 25c.
Chest Protectors, $9.00.
Jack Straps, 50c.

TENNIS GOODS—
Tennis Racket, highest quality, $13.50; lowest quality, $2.50.
Championship Tennis Balls, 50c; Practice Tennis Balls, 10c.
Tennis Net, highest quality, $20.00; lowest quality, $3.00.
Tennis Reels, $1.50.
Racket Cases, Canvas, $1.50; Felt, $1.00. Racket Press, $1.00.
Racket Restringing, English Gut, $5.00; American Gut, $4.00; Japanese Gut, $2.25.

GOLF GOODS—
Golf Balls, highest quality, High Power, 75c; Medium Power, 50c.
Golf Clubs, Standard Woods, $5.50; Standard Irons, $4.50.

TRACK AND FOOTBALL—
Javelins, Official, $6.00.
Discus, Official, $10.00.
Vaulting Poles, 16-foot, $10.00; 14-foot, $10.00; 12-foot, $9.00.
American Football, Official, $9.00; lowest quality, $1.75.
Soccer Football, Official, $10.00; lowest quality, $3.00.
Athletic Jerseys, $4.50.
Running Shirts, 60c.
Running Pants, 90c.

GYMNASIUM AND PLAYGROUND—
Basket Balls, Official Indoor, $13.50; lowest quality, $4.00. Official Outdoor, $13.50.
Play Ground Balls, 12-inch Outseam, $1.75; 14-inch Outseam, $2.00; 12-inch Regular Seam, $1.50; 14-inch Regular Seam, $1.75; Children's, 25c.
Play Ground Ball Bats, $1.00.
Hand Balls, 1 7/8-inch, 35c; 2 1/4-inch, 40c.
Volley Balls, Official, $7.00; lowest quality, $3.50.
Boxing Gloves, 10-oz. best, $13.50; 8-oz. best, $12.00; 6-oz. best, $9.00.
Striking Bags, best $10.00; lowest quality, $3.00.

SPRAYERS: Bucket Pump—305, each, $22.50; 324, $10.00; 327 1/2, $6.
Hand — Faultless, each, 60c: Misty, 70c; Midget, 50c; Feeney, $22.50.
Compressed Air—Meyers Pneumatic, each, $8.75; Utility Knapsack, $9.00.

SPRAY PUMPS—Faultless Tin, 75c each: Barnes No. 254, $8.00: Barnes, 276, $12.30; Little Giant, 327 1/2, $7.25: Acme Pressure 345, $9.00; Defiance No. 324, $10.00.

SPRINKLERS, LAWN: Dew Drop—7-foot, brass, each, $3.25; 8-foot, brass, $3.50; 8-foot, galvanized, $2.85.
Fountain—Crescent, each, 90c; Square, 65c.
Pluvius—1/2-inch and 3/4-inch, $2.25.
Ring, each, $1.00.
Ross, 59R, each, 80c.

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RETAIL SELLING PRICES—Continued

Thompson's—70, each, 35c; 75, 45c; 90, 25c; 95, 35c; 100, 45c; 120, 50c; 135, 30c; 125, $5.50; 126, $6.00; 127, $6.75; 130, $1.00; 131, $1.75.
Will's—4-foot, each, $1.35; 5-foot, $1.75; 6-foot, $2.00; 7-foot, $2.50; 8-foot, $2.75; 10-foot, $3.50.

SQUARES—Steel—No. 3, $2.00 each; 14, $1.85; 100, $2.25. Blued—No. 3, $3.00; 100, $3.25.
Take-Down Rafter—No. 100, Polished, $4.55; Nickeled, $5.00; Blued, $5.60.
Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., $1.25. No. 2, 4½-in., 60c; 6-in., 80c; 7½-in., 85c; 9-in., $1.10; 12-in., $1.50.
N. P.—No. 3, $3.00; 12, $1.75.
Lufkin—No. 65, 9-in., $2.00; 12-in., $2.25.

	4	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	....	....	....
20	...	.85	1.15	1.35	1.65

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STONES, SHARPENING—Aloxite or Carborundum—No. 107, $1.25 each; 108, $1.75; 109, $1.25; 110, $1.50; 111, $1.00; 112, 85c; 115-117, $1.50; 118-120, $1.35; 121-123, $1.15; 124-126, 90c; 130-132, 65c; 133-135, $1.25; 136-138, 75c; 142-144, 65c; 145-147, 45c; 149, 20c; 174-176, $1.15; 177-179, 65c; 180-182, 90c; 183-184, 65c; 195, 45c; 196, 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES: Cook—Perfection, Superfex burners—No. 302, two burners, $32.00; No. 303, three burners, $41.00; No. 304, four burners, $52.00.
Perfection Oil Heaters—
Heaters equipped with Steel Reservoirs (lead coated)—No. 520, black drums, nickeled trimmings, $7.75; No. 525, black drums, japanned trimmings, $7.75; No. 530, black drums, nickeled trimmings, $9.50; No. 630, blue enameled drums, nickeled trimmings, $12.00.
Heaters equipped with brass reservoirs — No. 550, black drums, japanned trimmings, $9.50; No. 560, black drums, nickeled trimmings, $11.00; No. 660, blue enameled drums, nickeled trimmings, $13.50; No. 760, white and gold enameled drums, nickeled trimmings, $14.25.
Floor Pan for No. 500 and 600 and 100 and 200 line heaters, except No. 520 (packed in cases of 1, 3 or 12) 55c per pan.
Wicks with Carriers: No. 500, heater wicks with carriers, for 500 and 600 and 100 and 200 line heaters—$4.80 per dozen; $57.60 per gross. No. 325, heater wicks with carriers, for 300 and 400 line heaters—$4.80 per dozen; $57.60 per gross.
Blue Chimney—No. 31, one burner, $18.00; No. 32, two burners, $18.00; No. 33, three burners, $23.00; No. 34, four burners, $30.00; No. 35, five burners, $42.00.
Puritan — No. 22, two burners, $18.00; No. 23, three burners, $23.00; No. 24, four burners, $30.00; No. 25, five burners, $42.00.

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft., ¾-inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.25; Club, $18.00; Elite, $7.00; Gold Medal, $5.75; Grand Rapids (Nic.), $5.50; Grand Rapids (Jap.), $5.00; Grand (Jap.), $7.00; Parlor Queen, $6.50; Princess, $5.75; Prize, $5.75; Universal (Nic.), $5.25; Universal (Jap.), $4.75; Welcome, $5.75; Superior, $5.50.

SWEEPERS, VACUUM — Grand Rapids, $11.00; Household, $9.00.

SWEEPERS, TOY—Little Daisy, 25c; Little Queen, 50c; Little Jewel, $1.50.
Retail prices on the following Western and Southern States are 50c higher on regular, Grand and Vacuum Sweepers; $2.00 on Club; 5c on Little Daisy, and 15c on Little Jewel, on account of the freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Texas, Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c.
Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ½-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10 10c; 12, 10c. Wire in bulk—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c; 10, 25c.
Gimp—⅛ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.
Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 25c lb.; 4, 25c; 6, 25c; 25c; 10, 25c; 12, 25c.
Double Pointed—Blued, ⅛ lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 25c lb.; 10, 25c; 12, 25c.

TAPES, MEASURING—(Lufkin)—(Starrett)—

Asses' Skin No.	Each	Metallic	
710	.50	500	2.75
713	.65	503	4.00
715	1.10	505	4.35
716	1.25	506	6.35
730	.65	**Pocket**	
733	1.10	143	.80
735	1.40	145	1.00
Steel		165	.20
736	1.65	3143	.50

100	5.00	263	5.85
103	7.75	265	7.50
200	5.50	266	10.00
203	9.00	550	4.00
205	13.00	553	4.85
206	16.00	555	6.35
240	4.35	556	8.25
243	5.25	1240	4.00
245	7.00	1243C	5.00
246	9.00	1260	4.50
260	4.85	1263	5.65

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15. 100, $1.35.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160, 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance, Machinists'—Prentiss—No. 2, $16.50 each; 2½, $19.25; 3, $22.50; 4, $36.50; 5, $53.00; 6, $68.00; 19, $19.75; 19½, $24.00; 20, $29.00; 21, $46.25; 22, $64.00; 51, 12.00; 52, 14.00; 53, $17.00; 54, $22.50; 55, $33.00; 56, $42.00; 57, $60.00; 161, $3.75; 161½, $5.00; 162, $5.75; 163, $9.50.
Oval Slide—No. 0, 2½-inch, $4.00 each; 1, 3-inch, $4.50; 2, 3½-inch, $5.75; 3, 4-inch, $8.25; 4, 4½-inch, $12.50.
Pipe—Hinged—No. 600, $3.75 each; 671, $4.50; 672, $6.75; 673, $10.00; 674, $21.00. Chain—No. 1, $4.00; 2, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles.

TIN—Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra, two sides, 2c.
Flashing IC, 1x1, $2.25 per 100 feet; ¾x1, $2.25.
Shingles—5x7, 80c dozen.
Valley—14-inch, 12c per foot, $10.00 per roll; 20-inch, 18c per foot, $15.00 per roll.

TIRES: Sterling—Hardwear—

	Sovereign Cord Tires. Tires.	Tubes.	Vacuum Cord. Cord.	Seamless Red Tubes.
30x3, Cl.	$14.00	$2.40	....	....
30x3½, Cl., 6-Ply..	16.50	2.80	$19.00	$2.80
30x3½., S., 6-Ply..	28.50	2.80	....	....
32x3½, S., 6-Ply..	25.50	2.95	25.50	2.95
31x4., S., 6-Ply....	29.40	3.45	....	....
32x4, S., 6-Ply....	32.40	3.65	32.40	3.65
33x4, S., 6-Ply....	33.40	3.80	33.40	3.80
34x4, S., 6-Ply....	34.25	4.00	34.25	4.00
32x4½, S., 8-Ply..	41.90	4.65	41.90	4.65
33x4½, S. 8-Ply..	42.85	4.75	42.85	4.75
34x4½, S., 8-Ply..	43.90	4.90	43.90	4.90
35x4½, S., 8-Ply..	45.20	5.10	45.20	5.10
33x5, S., 8-Ply....	52.15	5.70	52.15	5.70
35x5, S., 8-Ply....	54.75	6.00	54.75	6.00

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length—	—Diameter— ¼-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length—	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.35	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Turner Brass: Gasoline-Kerosene Torch No. 18, $14.40 each; Gasoline, No. 53, $15.00; Gasoline-Kerosene Torch No. 28, $18.40; Gasoline, No. 95, $18.10.

TRACK, DOOR HANGER—See Hangers.

TRAPS—Fly—Harper, 40c each; Balloon, 35c; Avis, 1, $2.75; Avis 2, $2.25; Avis 3, $2.00.
Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse $1.10; 2 Newhouse, $1.40; 3 Newhouse, 2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.
Gopher—Best, 25c each; O. K., 30c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 30c.
Mole—Reddick, $1.25 each; Out-O-Sight, $1.50.
Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker, Wood, 20c; Choker, Tin, 15c; Delusion, 30c; Holdem, 65c; Marty, 30c.
Rat—Holdfast, 15c each; Out-O-Sight, 20c; Holdem, $1.25; Marty, small, 60c; large, $1.50.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TRUCKS — Lansing —
Dandy Bag, $5.00; Lansing Bag, $5.60.

Warehouse and Store:	No. 1	No. 2	No. 3
Inside Wheels, Western	$8.40.	$11.00	$16.00
Outside Wheels, N. Y. Pattern...	8.00	10.00	12.00

Reynolds 4-wheel Flat, 3000 lbs. capacity—No. 9, 2x4, $36; No. 18, 2x5, $39.00; No. 21, 3x5, $43.00.

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RETAIL SELLING PRICES—Continued

TINWARE

Boilers, Coffee

27	1.10
29	1.50
352	.80
354	1.10

Boilers, Wash Copper Bottom

IC, 8	2.75
IC, 9	3.00
IX, 8	3.00
IX, 9	3.25
IXX, 8	4.25
IXX, 9	5.00

Copper Rim

IX, 8	4.00
IX, 9	4.25

Bowls, Wash

06½	.15
08	.25
6½	.30
8	.40

Buckets, Covered

11	.15
12	.25
14	.35

Buckets, Dinner

1	.75
2	.85
3	.90
30	.75
40	.85

Cans, Milk

1	.35
3	.55
4	.70
01	.30
03	.55
04	.70
102	4.00
103	4.50
1020	5.25
1040	7.00

Cans, Oil

30	.35
31	.45

Colanders

10	.25
11	.35
104	.40
306	.55

Cookers, Steam

42	3.25
45	4.00

Covers, Pot

6-9	.10
10-11	.15
13	.25
15	.35

Cups

211, 212	.10
09, 010	.15
9, 10, 214	.20

Dippers

2	.15
4, 01	.20
02, 31, 32	.25
33, 34	.30
48	.50

Fillers, Fruit Jar

48	.45

Forks

203	.60
206	.75
419	.10
425	.15
1197	.20
1198	.25

Funnels

10, 15	.10
20, 25	.15
30	.20
35	.25
235	1.25
335	1.50

Graters

02	.10
020, 100	.20
030, 150	.25

Kettles, Lipped Preserving

160	.35
200	.45
240	.60
280	.75

Ladles

010	.20
11	.25

Measures

63	.20
83	.25
85	.45
86	.65
122	.20
124	.25
126	.50

Moulds, All Kinds

3, Melon	1.65
2, Melon	1.35
4, Melon	1.75

Pails, Dairy

IC, 6-qt.	.25
IC, 10-qt.	.35
IX, 10-qt.	.60
IX, 14-qt.	.70
IXX, 10-qt.	.70
IXX, 14-qt.	.85
IXXX, 12-qt.	1.00
IXXX, 16-qt.	1.85
IXXXX, 18-qt.	2.25
IXXXX, 20-qt.	2.50

Pails, Fruit Picking

14-qt.	.65

Pails, Peddlers

Small	.45
Large	.55

Pails, Strainer

IX, 10 qt.	1.10
IX, 12 qt.	1.15
IXX, 12 qt.	1.25
IXX, 14 qt.	1.35
Gem, 12 qt.	1.50
Gem, 14 qt.	1.65

Pans, Bread

01, 110, 80	.20
140, 200	.30
300	.35

Pans, Corn Cake

06	.25
08	.35
012	.50

Pans, Cake Perfection

Round, 9¼-in.	.15
Round, 10¼-in.	.20
Square, 8½-in.	.20
Square, 9-in.	.30
Mt., 9¼-in.	.20
Tube, Rd., 9½	.25
Tube, Sq., 9-in.	.45

Pans, Dish

10	.70
14	.85
21	1.25

Pans, Milk IC, Plain

200	.10
200½	.10

IC, Ret.

301, 302	.20
304	.35
306	.40
308	.45
3100	.55

Pans, Muffin

6	.25
8	.30
12	.40

Pans, Patty

All Nos.	.10

Pans, Pie

6, Shallow	.10
9	.15
Deep	.15

Pans, Pudding IC, Plain

015 to 018	.15
019, 020	.20
021, 022	.25

IC, Ret.

16	.25
18	.35
20	.40
22	.50

Pans, Rinsing IC, Plain

8	.40
14	.50
17	.60

IC, Ret.

8	.50
14	.70
17	.90

Pans, Lipped Sauce

016	.35
020	.45
022	.50
028	.75
030	.85

Pots, Coffee

1	.25
2	.35
4	.50

Pots, Tea

241	.25
241½	.30
242	.35

Raisers, Bread

4	2.00
117	2.50

Scoops

2	.35
4	.30
12	.15
14	.20
20	.50
40	.75

Sieves, Flour

2, 316	.25
318	.30

Sifters, Flour

0	.25
1	.45
10	.70
Acme	.35
Nesco	.35
Shaker	.50

Skimmers

10	.20
45	.10

Spoons, Basting

110	.10
114	.15
312	.20
316	.30

Spoons, Mixing

15	.20
25	.15

Steamers

70	.65
90	.85

Steepers, Tea

12	.25

Strainers Gravy

2, 3	.15
020	.20

Jelly

120	.25
160	.30

Milk

10	.30
121	.40
122	.45

Milk Can

011	.85
88	.50
55	.75
60	1.85

Soup

20	.40

Turners, Cake

1, 2, 71	.10
6, 13	.15

TWINE—Cotton—Wrapping, 30 to sack, 15c lb; 60 to sack, 10c. 2-lb. Cones, $1.25 lb. Budding, ½-lb. balls, 40c lb. Flax—¼-lb. balls—18BB, 15c ball; 24BB, 15c. ½-lb. balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BC, 35c; 24BC, 35c; 36BC, 35c. Buffalo Asst., 10c ball.
Hemp Spring—No. 4½, ½-lb. ball, 25c; 1-lb., 40c. No. 6, ½-lb. ball, 25c; 1-lb., 40c.
Jute Wrapping—½-lb. balls—2-ply, 20c lb; 3-ply, 20c lb. 2-lb. cones, 1 and 2-ply, 35c lb. Wool, 1-lb., 40c.
Mattress—¼-lb. balls, 35c lb.
Sacking—Medium Quality, 80c lb.; Extra Quality, $1.00. Many Ends, $1.00 lb.

VISES—Bench—Bonney—No. 1006, $1.75 each; 1007, $2.00; 1008, $2.50; 1010, $3.50. Yankee—No. 990, $3.50; 1993, $6.50.
Hand—1 Alford, $5.25 each; 2 Alford, $5.00; 21 Stearns, 90c.
Machinists'—Parker—No. 103, $10.00 each; 103½, $12.00; 104, $13.75; 104½, $17.00; 105, $22.00; 106, $42.00; 203½, $15.75; 204, $18.25; 204½, $21.75; 205, $32.25; 205½, $40.00; 206, $54.50.
Solid Box, Blacksmiths'—35-lb., $9.00; 50-lb., $10.50; 70-lb., $14.50; 80-lb., $16.50; 90-lb., $19.00; 100-lb., $20.75.
Handy Worker—Stewart, $31.00 each.
$8.75; 3, $21.00. Combination—No. 181, $19.25; 182, $26.25; 182½, $39.00; 188, $54.50.
Woodworkers'—Prentiss—No. 59, $18.00 each. Richards-Wilcox—No. 430-1, $10.50; 430S-1, $11.25; 2, $14.00.

WASHBOARDS—Crown Glass, 90c each; Crown Brass, 80c; Pacific Zinc, 75c; Silver Queen, 65c.

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c. Malleable—Standard, 15c lb.; Nail Hole, 15c lb.; Angle, 30c. Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 25c; 2 White, 20c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.

WATCHES—Westclox—Pocket Ben, $2.00 ea.; Glo-Ben, $3.25. $7.00 each; No. 1, 3¼ cu. ft., $7.75; No. 2, 4½ cu. ft., $8.50.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., $1.50; 4 lb., $2.60.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 28c; Cedar Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Lansing—
Garden: 1¾ cu. ft., $5.20; 3¼ cu. ft., $8.00; 4½ cu. ft., $8.60
Stave Tray: New Michigan, $4.60; Michigan Jr., $4.00.
Three-Piece Tray, Bolted: Common, $4.20; Climax, $5.60.
Steel Tray, Wood Frame: Klondyke, $6.60; B-1, $9.20; F-4, $11.20.
All-Steel, Tubular: No. H-21, $11.20; H-20, $11.00; A-02, $9.60.

WICKS—Lamp and Lantern—0, E Flat, 2½c; 1, A Flat, 3½c; 2, B Flat, 2½c, 3, D Flat, 2½c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c.
Stove—4 in. Flat, 10c; 3 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—

	Annealed	Galvanized	Annealed Baling Wire
9 and coarser	Base	.50	...
10	.05	.55	...
11	.10	.60	...
12	.15	.65	.30
13	.25	.75	.40
14	.35	.85	.50
15	.45	1.30	.60
16	.55	1.40	.70
17	.70	1.95	.85
18	.85	2.10	1.00

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 23c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21, 18c; 22, 18c; 24, 20c.
Barbed Wire—80-rod spool—American Special, Cattle, $3.40; Hog, $3.70. Galv. Am. Glidden, Cattle, $4.75; Hog, $5.10.
Catch Weight pools—Cwt.—Galv. Waukeganite, $6.95; Galv. Baker, $6.45; Galv. Glidden, $6.20.
Stove Pipe Wire—Black per Stone—No. 18, $1.90; 19, $2.00; 20, $2.15; 21, $2.20; 22, $2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.
Bowls, Chopping—11-inch, 80c each; 15-inch, $1.85; 17-inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, 80c; 1, 60c; 2, 3, 40c. 2-oz. packages, 15c each.

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Superior to the Old Style and Costs No More

Rigid Strong and Perfectly Formed

GUTTER CRIMPEDGE

Patented March 12, 1912

SAVES TIME AND MONEY

Made in Lap and Slip Joint, Single and Double Bead

THE SLIP JOINT IS PERFECT

ALL STYLES METAL ROOFING

"Kuehn's" Lock Seam.
"Old Style" Double Seam.
"Certified" Pressed Standing Seam.
"Superior" Pressed Standing Seam.
Two- and Three-V Crimp.



FIG. 1



FIG. 2

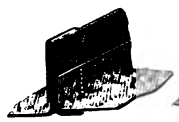


FIG. 3

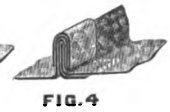
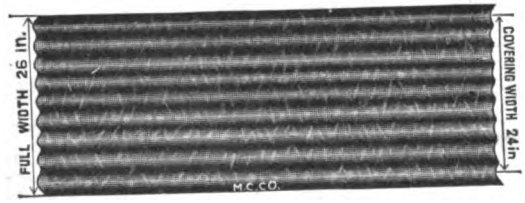


FIG. 4

"Noiseless" Pressed Standing Seam.
Beaded Pressed Standing Seam.
Also Weather Board Siding and Beaded Ceiling.

DOUBLE CROSS LOCK



Corrugated Roofing and Siding

All Sizes Corrugations.

TRY OUR 1¼-INCH SPECIAL with Extra Corrugation to Prevent Leaks.

Fire, Storm and Lightning Proof

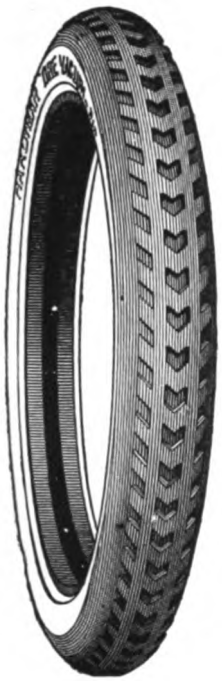
Write for Circulars and Prices.

MILWAUKEE CORRUGATING CO.

MILWAUKEE, WIS.

Branch Office and Factory at Kansas City, Missouri.
Minneapolis Sales Office, Lumber Exchange.

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I've sold many HARDWEARS with my personal guarantee to friends and acquaintances and I know that most of our dealers are doing the same thing.

I know, too, that you would welcome a tire which you could, with perfect confidence, sell to your best friend and know that you were making him a better friend.

Please let me send you our proposition—presuming, of course, that you are a hardware dealer, for we sell to no others.

Your letter will have careful, personal attention. Sincerely yours,

Bennett Bates

Vice-President.

"The Fourteen Points"

(1) 3396 Customers—all hardware dealers.

(2) Only 1% adjustments in 1921.

(3) Less than 10% total overhead and selling expense.

(4) 20% lower consumers' price than average.

(5) 10% more margin for the dealer, meaning

(6) 30% lower dealers' prices than average

(7) Fabrics in sizes 30 x 3, 30x3½, 31x4 only, guaranteed 6000.

(8) Cords in all sizes except 30x3,—guaranteed 8000.

(9) All sizes airbag expansion process cured.

(10) All sizes Vacuum Bar non-skid tread.

(11) Money back on any goods returned unused within ten days of receipt if unsatisfactory for any reason.

(12) Freight prepaid on six tires or more.

(13) No salesmen. One Branch (Chicago). Therefore no expense.

(14) Sample order for ½ dozen tires sent to any well-rated dealer on ten days approval. We refund the transportation if not accepted.

HARDWEAR TIRES

HARDWEAR TIRE CORPORATION

Hardwear Tires are Made Exclusively for the Retail Hardware Trade

Chicago Branch:
1508 S. Michigan Ave.

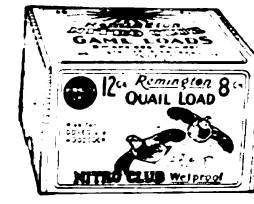
Factory and Offices:
East Rutherford, New Jersey

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"What Game Are You Going After?"







THE GAME	The Right Remington Game Load to Use	Shot Sizes 12 Ga.	16 Ga.	20 Ga.
BRANT	Brant Load *or* Heavy Duck Load	4 5		
DOVE	Dove Load *or* Grouse Load *or* Quail Load	7½ 7 8	7½ 8	7½ 8
DUCK	Duck Load *or* Heavy Duck Load *or* Brant Load	6 5 4	6	6 6
FOX	Goose Load	2		
GOOSE	Goose Load	2		
GROUSE	Grouse Load *or* Duck Load	7 6	7½ 6	7½ 6
PAR-TRIDGE	Grouse Load *or* Duck Load	7 6	7½ 6	7½ 6
PHEASANT	Grouse Load *or* Duck Load	7 6	7½ 6	7½ 6
PLOVER	Snipe Load *or* Quail Load *or* Dove Load	9 8 7½	9 8	9 8
PRAIRIE CHICKEN	Grouse Load	7	7½	7½
QUAIL	Quail Load *or* Snipe Load *or* Dove Load	8 9 7½	8 9	8 9
RABBIT	Rabbit Load *or* Squirrel Load *or* Grouse Load	6 6 7	6 6 7½	7 7 7½
RACCOON	Goose Load	2		
RAIL SNIPE and SORA	Snipe Load *or* Quail Load *or* Dove Load	9 8 7½	9 8	9 8
SQUIRREL	Squirrel Load *or* Rabbit Load *or* Duck Load	6 6 6	6 6 6	7 7 6
TURKEY	Goose Load	2		
WOOD-COCK	Snipe Load *or* Quail Load	9 8	9 8	9 9

THAT'S all you need ask any sportsman who comes into your store and says he wants "some shells"—when you sell the New Remington Game Loads ("Nitro Club" Wetproof).

No argument—no pawing over shell boxes—no fussing with various combinations of powder and shot.

Just say, "What gauge?" when you know the *game* your customer wants to shoot and—hand him the *right* Remington load. A picture of the game is on the front end label of the shell box with a cross-index of other game for which the load is adapted.

You can't make a mistake, your store salesman can't make a mistake, your customer can't make a mistake.

The new Remington Game Loads mean quicker turnover, faster sales, better service to the shooter, no tag ends of fool combination loads at the end of the season.

Twenty-four loads divided among 12, 16 and 20 gauge, both in chilled and soft shot — the greatest advance in merchandising shells in a generation.

Ask your Jobber's Salesman. If he hasn't them, ask one who has.

Remington

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Hardware
·PLUMBING AND HEATING·
World
OCTOBER 1922



Ask your painter
He knows PABCO

The best paint agency is the Pabco Agency. It will be one of your biggest assets in a few years

WRITE FOR OUR DEALER PROPOSITION

PABCO

Paints Varnishes & Enamels

THE PARAFFINE COMPANIES, Inc.

Seattle San Francisco Los Angeles

A $12,000,000 Corporation, operating fifteen plants on the Coast

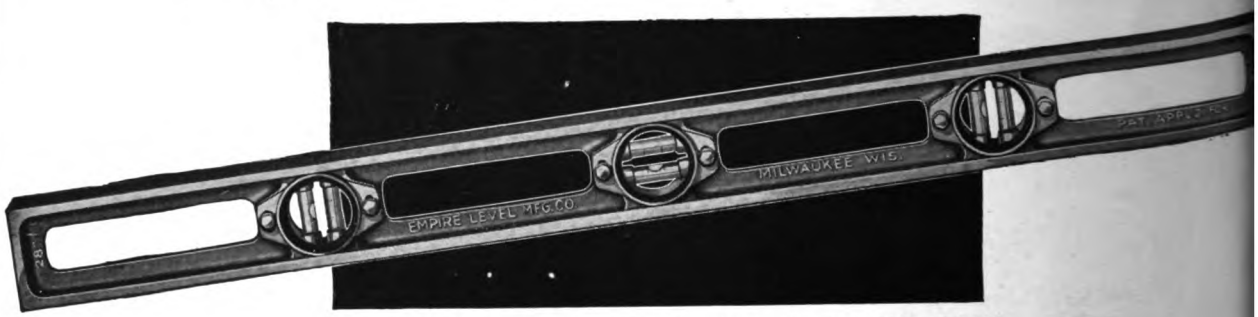
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The Two Big Features
Adjustability *and* Interchangeability

There are many features about the Empire Adjustable Aluminum Level that distinguishes it from the ordinary kind, but the two big patented features that defy imitation are **adjustability** and **interchangeability.**

The cases are independently adjustable and can be used for both pitched and level surfaces.

The cases are removable and can be interchanged with any other Empire vial cases. This means that when a workman breaks a level glass he can do his own repairing as quickly and as easily as it could be done at the factory, by merely inserting a new case. Most hardware merchants carry Empire Adjustable Aluminum Levels—others owe it to themselves and to their customers to investigate this remarkable level.



Empire Adjustable Aluminum Level — Sizes 18", 24", 28", 30", 42"

EMPIRE LEVEL MFG. CO., Milwaukee, Wisconsin

Pacific Coast Agents: SPRAKE SALES COMPANY
Portland Denver San Francisco Los Angeles

YOUR JOBBER HANDLES EMPIRE LEVELS

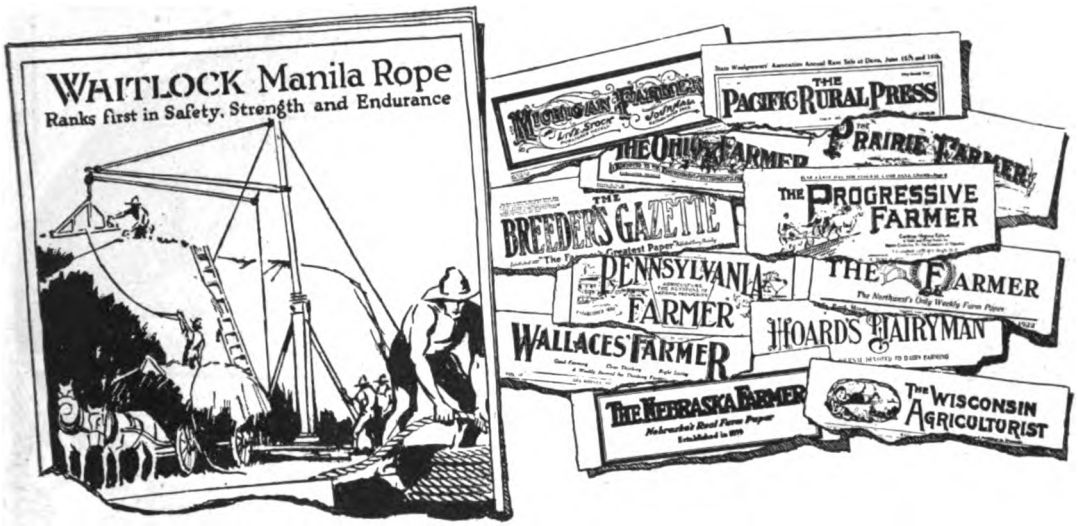
THE MOST PRACTICAL *SMALL* LEVEL EVER MADE

This level fills a very definite demand among inspectors, contractors and others who have use for a level but who cannot carry one of larger levels with them. It is nine inches in length and extremely light in weight. Its rounded edges make it the ideal small level to be carried in one's pocket. It has one plumb and one level glass.

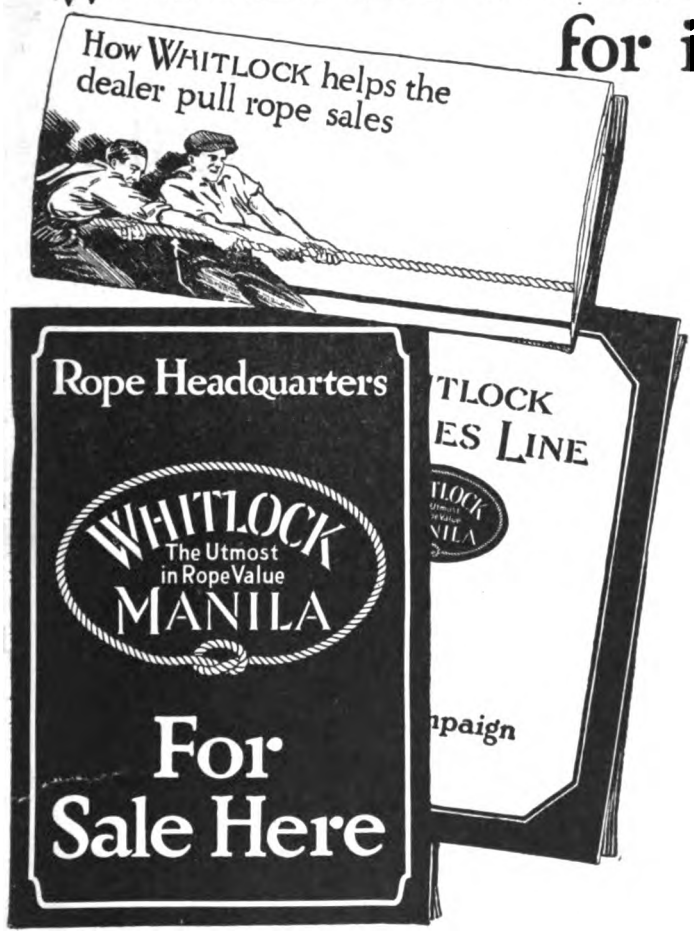
EMPIRE Torpedo Level



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WHITLOCK secures business for its dealers



You have a right to expect the effective kind of sales help from your rope manufacturer which will bring customers into your store. You get it with Whitlock.

Glance at the influential group of farm papers shown above. Through these the Whitlock Message is being carried regularly—often by full page color ads—to two million farmers, convincing them that Whitlock spells safety and economy in rope language. They are seeking the store with the Whitlock sign. That store should be yours.

And another two million boat owners, builders and housewives are reading of Whitlock Rope and Clothes Lines in their favorite magazines—reading, believing, and buying from Whitlock Dealers not only rope but a thousand and one hardware and house-furnishing items.

You are invited to join the Whitlock Association for more profit, quick turnover and greater volume of sales. Just clip this coupon and mail it.

WHITLOCK CORDAGE COMPANY
46 South Street, New York

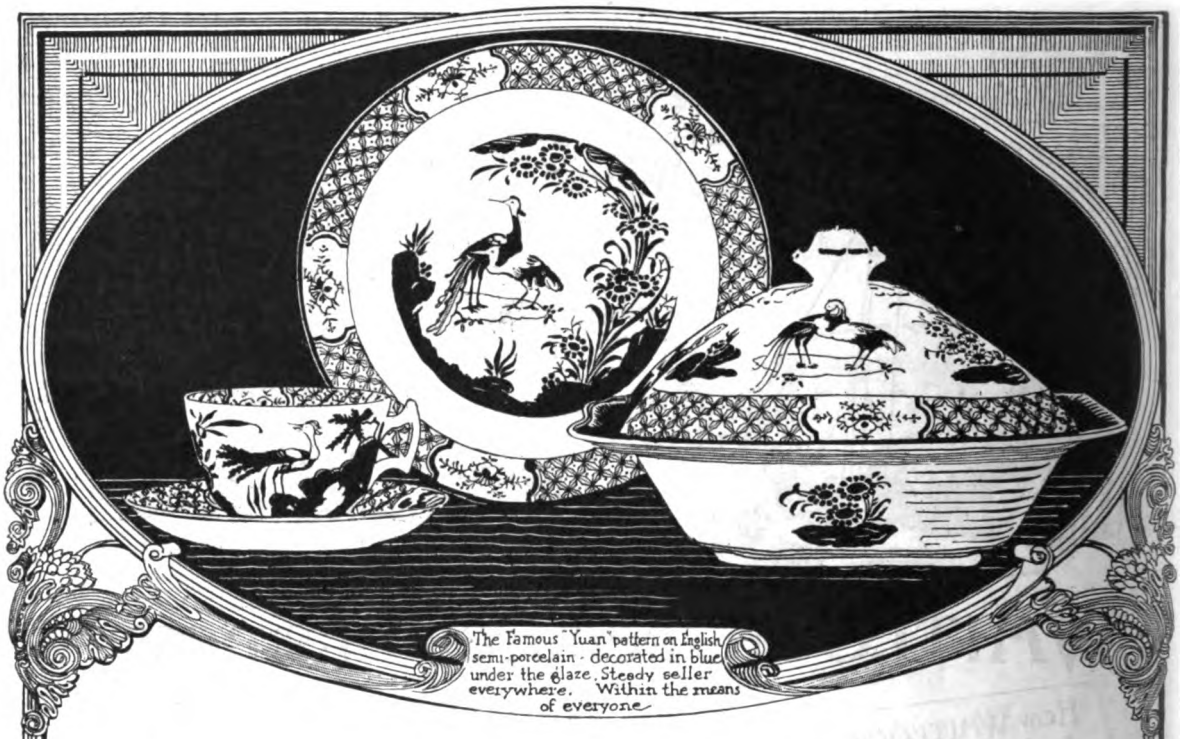
WHITLOCK CORDAGE CO.
46 South Street New York N. Y.

Please send information regarding your business building rope campaign for hardware dealers.

Name_____

Address_____

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China Is the Magnet to Bring the Woman Into Your Store

After she is in the store, it is up to you to discover to her that about half of all the things she needs for the house can be bought of you. You may open her eyes that a hardware store is no longer a "man's store."

But, remember,—CHINA is the magnet that brings her in and makes a steady customer of her.

CHINA BELONGS IN EVERY HARDWARE STORE

Allow us to prove to you the money you can make by using a small investment, a small space; and gaining quick turnover and steady demand by selling china, domestic and imported.

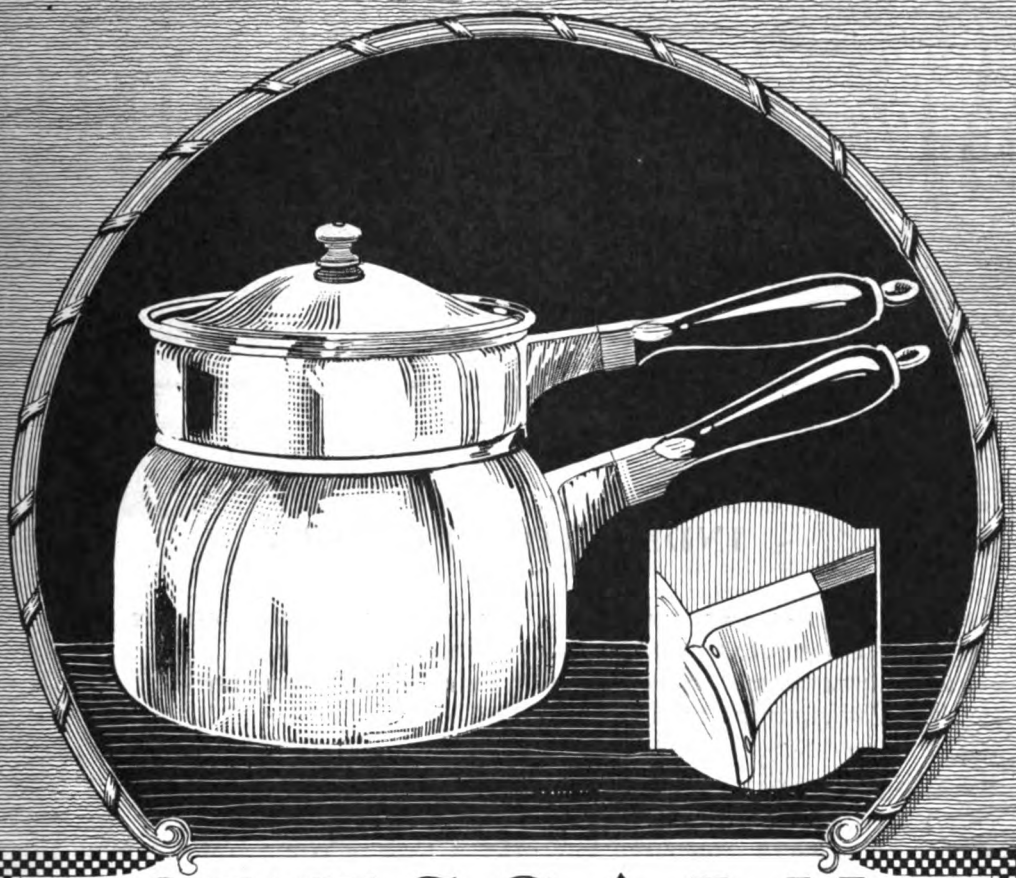
Write us. One of our salesmen will aid you.

THE GEO. H. BOWMAN COMPANY

Importers (49 Years in Business) *Manufacturers*

CLEVELAND, OHIO

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SWISSALU

belongs in every kitchen

At this season, when folks are turning to hot cereals, they turn to new utensils.

They buy a new Cereal Cooker.

One of the finest examples of the real "in-made" quality in "Swissalu" utensils is the Cereal Cooker or Rice Boiler.

Exclusive feature: Triangular cast aluminum handle socket; no twisting or turning of the handle.

Both inset and bottom made from heavy, thick, hard aluminum sheet guaranteed 18 gauge. Ebonized wood handle that stays cold. Heavy weight dome type cover. Faultless finish inside and outside. (Write for complete catalog.) "Swissalu" utensils are made in U.S.A. in our own factory.

THE GEO. H. BOWMAN COMPANY

Manufacturers

CLEVELAND, OHIO

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Hardware World

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Volume XVII OCTOBER :: 1922 Number 10

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T. M. Shearman, Editor and Manager.

*Raymond L. Shearman, Associate Editor.

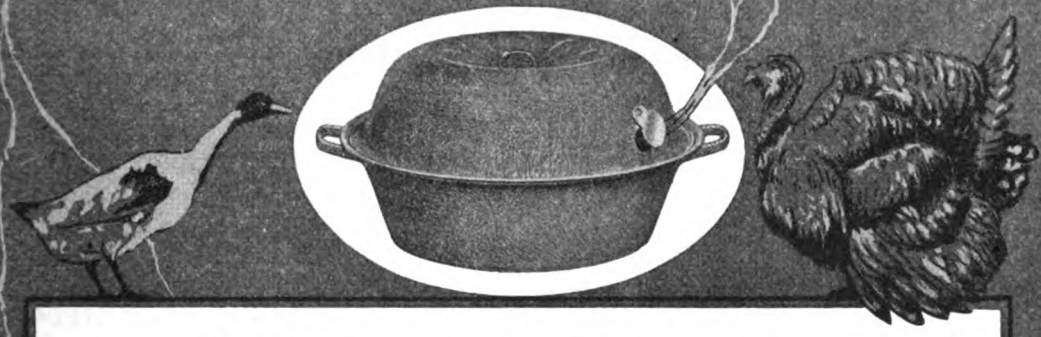
Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor St. Portland, Ore. | 1326-1328 First Nat. Bank Bldg. Chicago | Phelan Bldg. San Francisco | 70 Fifth Ave. New York | Pioneer Building Seattle, Wash. | 204 Scott Bldg. Salt Lake, Utah

Boatmen's Bank Building Broadway and Olive. St. Louis, Mo. | 502 Higgins Bldg. Los Angeles | 105 S. Houston St. Dallas, Texas | 220 Pacific Bldg. Vancouver, B. C., Can.

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It's Time to Think of ROASTER SALES



ROASTERS furnish a fine source of profit to the aggressive merchant during the fall season. A well worded newspaper ad coupled with an attractive window display featuring an unsually low price will oftentimes turn a deserted department into a busy store.

The No. 68 Round Double Roaster in **"Old English Gray Ware"** has been known for years among the better class of trade as a very profitable item. It is big enough for a large chicken or roast, beautifully enameled and presents such a striking, attractive appearance the housewife finds hard to resist.

The No. 18 Oval Double Roaster will hold a very large turkey or two large chickens. Smaller 16 inch oval roaster in preparation.

You, too, can realize a fine profit by selling these roasters, which are priced particularly low for a short period. Get in touch with your jobber or write our nearest sales office for this attractive offer.

THE REPUBLIC STAMPING & ENAMELING CO.

CANTON, OHIO

BRANCH SALES OFFICES:

50 Union Square,
New York, N. Y.
Saul Ginsburg

3103 L. C. Smith Bldg.
Seattle, Wash.
T. D. McLean

302 Board of Trade Bldg.
New Orleans, La.
B. G. Evans

201 Douglas Bldg.
Los Angeles, Cal.
L. J. Vesper

109 New Montgomery Street
San Francisco, Cal.
Geo. H. Eckert & Co.

1208 Conway Bldg.
Chicago, Ill.
B. H. Walsh

"Old English" Gray Ware



"Republic" White Ware

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PUSH

Poor tools, like dirty faces, shame their owners
Good tools yield good profits. They make repeat sales

Hardware merchants realize more and more that good tools give their store a quality reputation and bring more business from mechanics and general users. To push goods of The H. D. Smith & Co. will mean steady and profitable sales year in and year out.



Write your wholesaler or us for full information regarding the "PERFECT HANDLE" and "SharpenEzy" Tools, Carpenters' and Blacksmiths' Pincers, Lineman's Climbers, "Enchased" Joint Pliers, the great "Gittatit" Offset Slip Joint Plier and "Rubber Covered" Screw Drivers.

THE H. D. SMITH & CO.

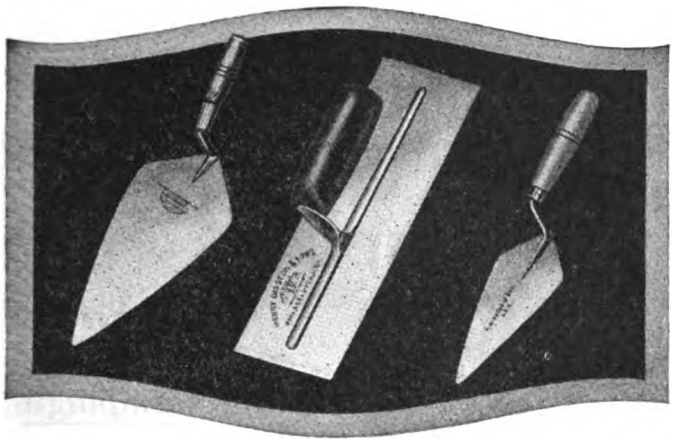
Sole Manufacturers of "Perfect Handle" Products

Pacific Coast Representative:
J. J. BROWN SALES CO.,
Los Angeles

PLANTSVILLE, CONN.

Southern Representative:
JOHN K. WILSON CO.,
Baltimore, Md.

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How Is Your Trowel Stock?

THERE is always a demand for Disston trowels, for plasterers and bricklayers know from long experience that the best trowels are Disston-made.

You will profit in two ways by selling Disston trowels. You will realize a good profit at the time of the sale, and you will also profit by the satisfaction given to every customer who buys Disston trowels.

Our line of Plastering Trowels, for example, is more complete and varied than any line on the market. Making our own steel enables us to insure the quality of our product. With a stock of Disston Trowels you can offer your trade a complete assortment of patterns, mountings and gauge of blades, perfect balance, uniform quality—in fact, trowels that are "right" in every respect.

HENRY DISSTON & SONS, Inc.
PHILADELPHIA, U. S. A.

A List of What Disston Makes

And in these Saws, Tools, and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels



Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws
Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears



Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides



Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

Consult this list whenever you are going to order more tools. Every item here will give you good profit and satisfied customers.

DISSTON

SAWS TOOLS FILES

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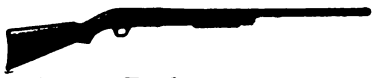
Remington Sportsmen's Week

October 16th to October 21st

Make a Window Display of Remington Products

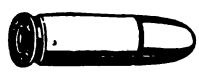
Cash in on Remington's Nation-wide Advertising Campaign

FEATURE THE FOLLOWING ITEMS:



Guns, Rifles, Pistols

Model
No. 17—20 Ga. Repeating Shotgun
No. 10—12 Ga. Repeating Shotgun
No. 11—12 Ga. Autoloading Shotgun
No. 24—.22 Autoloading Rifle
No. 12—.22 Repeating Rifle
No. 12C—.22 Repeating Rifle
No. 12CS—.22 Repeating Rifle
No. 4—.22 Single Shot Rifle
No. 6—.22 Single Shot Rifle
No. 14—High Power Slide Action Rifle
No. 14½—Slide Action Rifle
No. 8—High Power Autoloading Rifle
No. 30—High Power Bolt Action Rifle
No. 51—.380 Automatic Pistol
No. 51—.32 Automatic Pistol
.41 R. F. Derringer



Metallic Cartridges

.22 Short—Lesmok
.22 Short—Smokeless, Greased
.22 Long—Lesmok
.22 Long—Smokeless, Greased
.22 Long Rifle "Palma"—Lesmok
.22 Long Rifle—Smokeless, Greased
.32 Center Fire Revolver Ctgs.
.38 Center Fire Revolver Ctgs.

Oilproof Automatic Pistol Cartridges

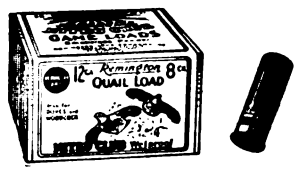
.25, .30, .32, .380, .38, .45, 9MM and the .45 Auto rim

Hi-Speed Sporting Cartridges

Mushroom bullets—.25 Remington, .25-35 W. C. F., .30 Remington, .30-30 W. C. F., .32 Remington, .32 W. C. F. Special.

Bronze Point, expanding bullets—.30 Springfield 150 grains, .30 Springfield 180 grains.

We are in a position to furnish promptly all the other popular sporting cartridges in all calibers.



Loaded Shells

Game Loads

Sell them by the name of the game.

Specially loaded for velocity, pattern and penetration, the three requisites for success in game shooting.

Designed by Remington, made by Remington, guaranteed by Remington and backed by Remington's sixty years' leadership in the manufacture of shells and ammunition— *Remington guarantees everything that goes into them.*

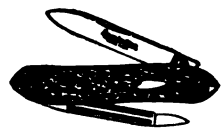
They are furnished exclusively in the famous NITRO CLUB Wetproof Shells in 12, 16 and 20 gauge.

We are also prepared to supply all specified loads as heretofore in the following shells—

New Club—Nitro Club—Arrow

Remington Shells are WETPROOF.

A great many claims have been made for water-proof shells. Remington has produced the thoroughly water-proof shell. This result has been accomplished by our Wetproof process, patented, protected, used exclusively by Remington.



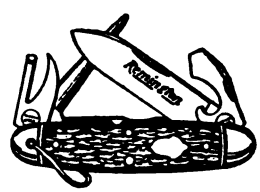
R 6243
A graceful, slim pattern—for the vest pocket



R 6333
A Pen Knife of sturdy construction for real business



R 6434
Just the knife to be worn on the end of the watch chain



R 3333
Scouts', Campers' and Radio Tinkers' favorite

Remington

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Send for Special Advertising Offer on

SAPOLIN

Floor & Furniture Stains



This Exhibit of Actual Brush Applications on Wood Makes Sales Easy

Because it features Sapolin Floor and Furniture Stains in the ten distinct and attractive hardwood colors, and quickly converts prospects into customers.

The exhibit arrives with the goods when you order

SAPOLIN

Floor & Furniture Stains

Highest quality varnish and stain in one application, which produces a most beautiful, brilliant and permanent hardwood finish on old or new woodwork, furniture, etc. Just the kind for the hundred and one jobs in the average home.

SAPOLIN FLOOR & FURNITURE STAINS are durable, tough and elastic; easy to put on — hard to wear off.

Write for Special Advertising Offer

WHEN YOU SELL

SAPOLIN

"Special Goods for Special Purposes"

It Means Quick and Easy Sales, Re-Orders, Substantial Profits and the Customers' Good Will, Which Is Worth Money to You.

Send for price list; we would like to hear from you.

SAPOLIN — the "Tried and True" line of Enamels, Stains, Gildings, Bronze Powders, Bronzing Liquids, etc., that

SERVES, SAVES & SATISFIES

GERSTENDORFER BROS., 231-5 E. 42nd St., New York

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ATKINS

SILVER STEEL SAWS



A Wide Range of Saws

Straight or Skew Back Improved Perfection or Old Style Handles

it is easy to sell Atkins Saws, not only because of the wide range of patterns and two styles of handles, but on account of their standing with saw users.

This trade mark on all Silver Steel Saws identifies us as progressive saw makers, who apply skill, art and science in the production of them, and employ method and system in the determination of fair costs which will allow the jobber and dealer a legitimate profit; besides giving the consumer value received for every dollar he puts into them.

When you want the best saws be sure to specify "Silver Steel." Write for catalog covering our complete line.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

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Look for T.D&W. on the head



Mr. Dealer--
When you order handles from the jobber, insist on having those that are branded "T D & W"
Yours truly,
Turner, Day & Woolworth Handle Co.



How Genuine Hand - Shaved Handles are Made

Turner, Day & Woolworth Handle Co. LOUISVILLE KENTUCKY

Since 1855

MANUFACTURING POINTS

LOUISVILLE, KY.
BOWLING GREEN, KY.

MEMPHIS, TENN.
NASHVILLE, TENN.

CAIRO, ILLINOIS
POTEAU, OKLAHOMA

"We Handle the World"

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"Here's the door I want"
"All right—Here's the hardware"



McKINNEY
Hinges and Butts and Hardware

Also door hangers and track, door bolts and latches, shelf brackets, window and screen hardware, cabinet hardware, steel door mats and wrought specialties.

THAT'S how quick a sale is made when you have a McKinney catalog to show your customer and McKinney Garage Sets on your shelves. It's easy.

The McKinney catalog tied to your counter has done all the selling work. Your customer has looked through it. Among its many illustrations of swinging doors, of sliding-folding or around-the-corner doors, he has found just the one that fits his need.

The McKinney method of selling garage door hardware has done all your work of assembling the necessary hardware. When you pull down the box containing the McKinney Complete Garage Door Set from your shelf, your work is done.

Not a piece is missing. Nothing has been forgotten. And better still, your customer has purchased good hardware—McKinney made.

If you are not selling garage door hardware the McKinney way, you are not selling hardware the economical way. Write us for the McKinney Garage Door Hardware Booklet and tie it to the counter where your customers may see it. Let it help them find the door for their needs.

Here is a way to increase the sale of garage door hardware with less expenditure of time on ten sales by the McKinney way, than on one by the old method of looking through the whole store to fill an order.

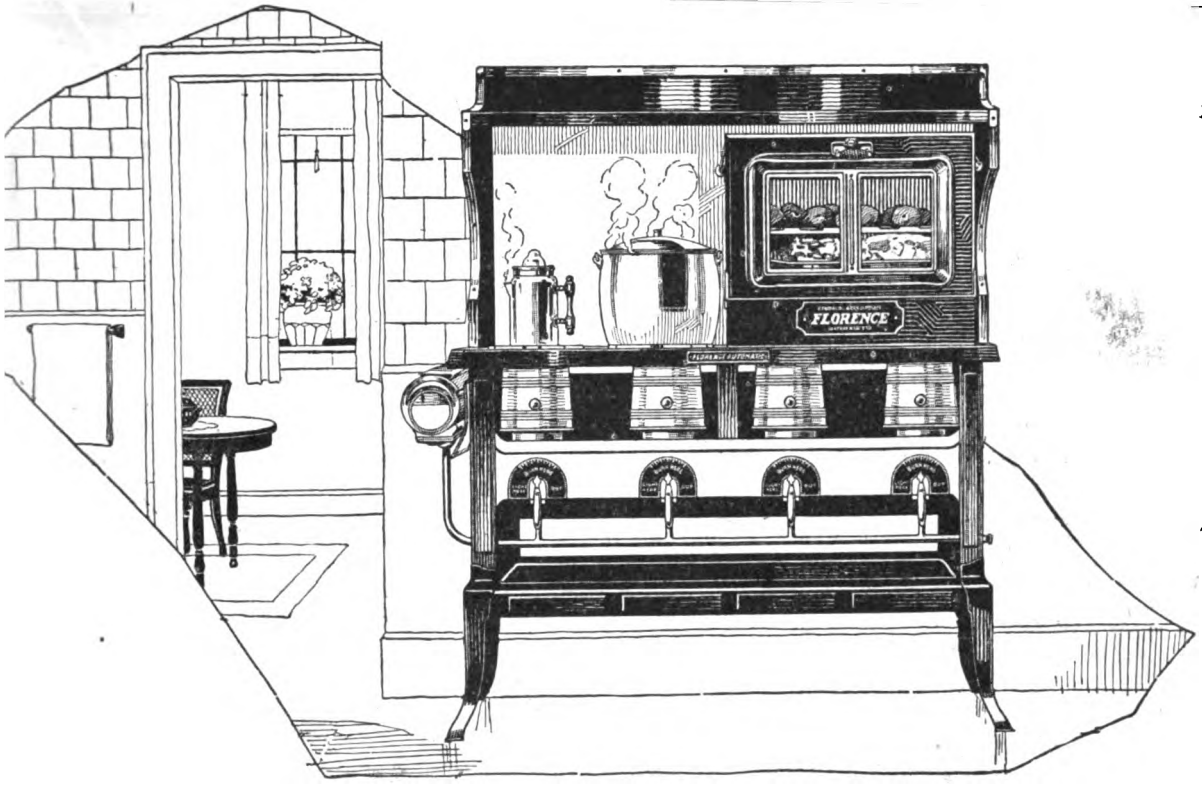
Get this booklet at once.

McKINNEY MANUFACTURING CO., PITTSBURGH
Western Office, Wrigley Bldg., Chicago — Export Representation

Pacific Coast Representative: JOHN T. ROWNTREE, Inc.
Los Angeles, San Francisco, Seattle, Salt Lake City, Denver

McKINNEY
Complete Garage Door Sets

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Is that so?

WHEN a person tells you something interesting you say, "Is that so?"

Maybe you believe it and maybe you don't.

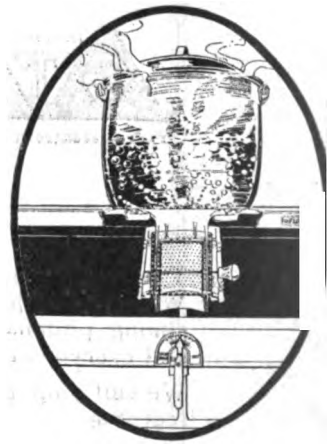
When you see something, you know it is so.

Same with your customers. That is why so many dealers are making a nice profit selling Florence Oil Cook Stoves. They fill one with oil and let the customer light it—turn the flame up and down—sniff at it and see for herself that it is a stove she would like to have in her own kitchen.

Our magazine and newspaper advertising has been telling her that she has this privilege.

Write for prices and portfolio of advertising that is not just promised—but has actually run in the papers and magazines this spring and summer.

The Florence Portable Oven is so popular for use with all makes of oil and gas stoves that dealers make a separate item of it. It has many exclusive features that make it sell easily.



More Heat Less Care

Note how the heat reaches up and is directed close up under the cooking by the powerful 12-inch burner.

CENTRAL OIL & GAS STOVE COMPANY

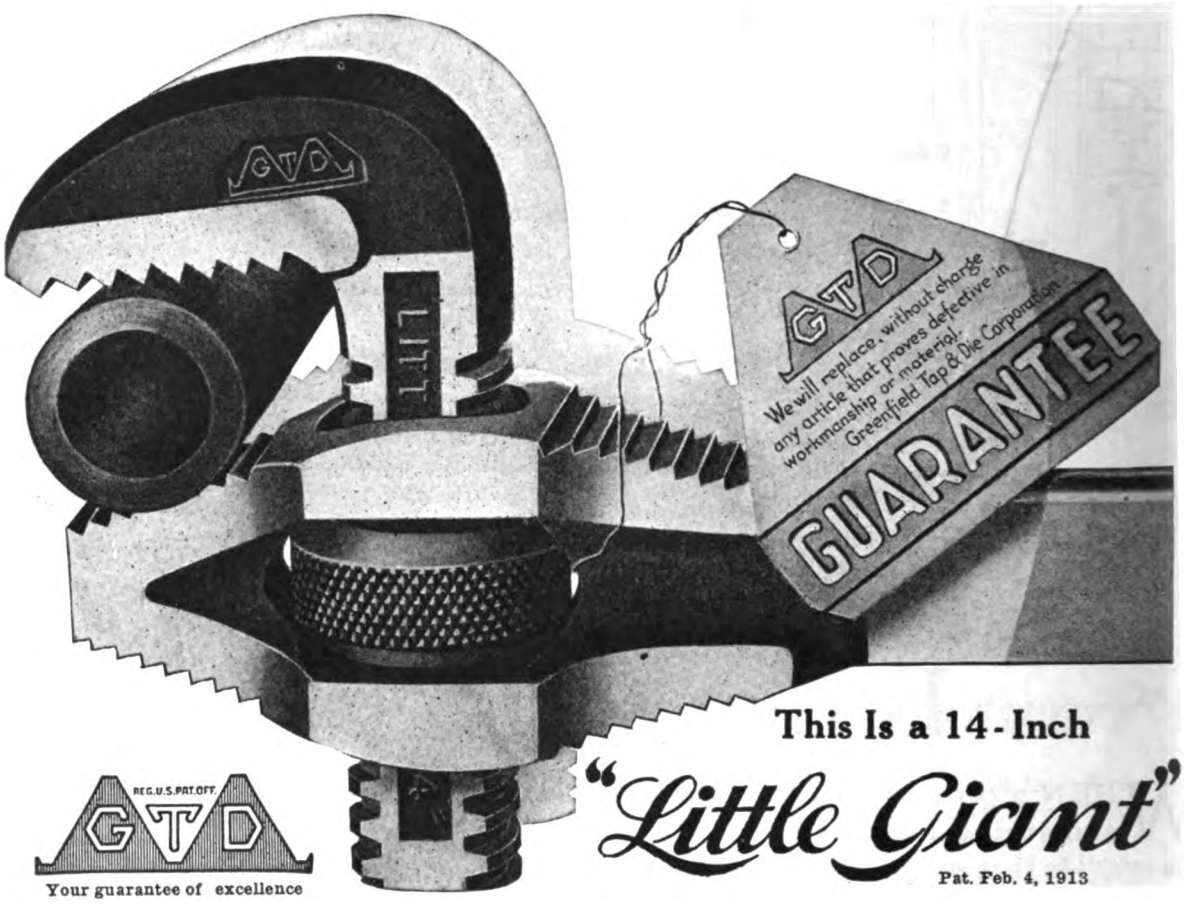
463 School St., Gardner, Mass.

Makers also of Florence Tank Water Heaters and Florence Oil Heaters

FLORENCE

Oil Stoves & Ranges

Digitized by Google



Hardware Merchants!

This is the new "LITTLE GIANT" Pipe Wrench which is arousing so much interest among plumbers, steam fitters, millwrights and everyone else who has to turn pipe.

We call your attention particularly to three features:

1. It is exceedingly simple. There are only three parts, — all made of best steel, **drop forged** and heat treated.

2. It will out-last the ordinary wrench because the movable jaw can be reversed to engage any of **4** sets of teeth on the handle. (Two sets of teeth only on the 8" and 10" sizes.)

3. "It gets into the corners." The end opening feature permits the user to reach and turn pipe in places which are ordinarily inaccessible.

This wrench is already stocked by many jobbers. It is proving itself tremendously popular among consumers. We urge you to write us at once for details and prices.

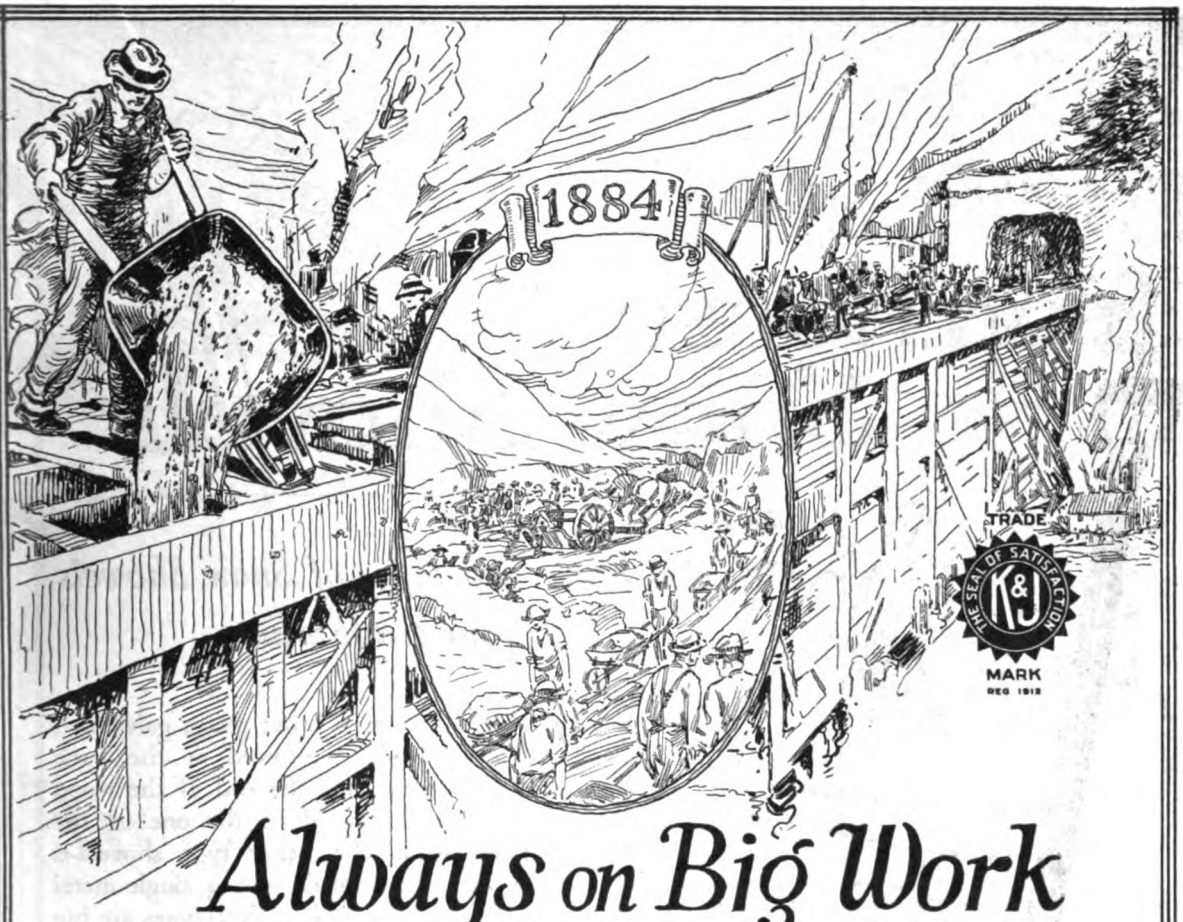
In writing ask for bulletin 300 H to insure complete information

GREENFIELD TAP AND DIE CORPORATION
GREENFIELD, MASSACHUSETTS

GTD SCREW PLATES, TAPS, DIES, TWIST DRILLS, REAMERS, GAGES, PIPE TOOLS, MACHINE TOOLS.

CANADIAN FACTORY: Greenfield Tap & Die Corporation of Canada, Ltd., Galt, Ontario

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Always on Big Work

K&J Equipment

A staple, high quality demand, that has come down with the generations, exists for "K & J" Products.

Every labor-saving tool that has replaced any wheelbarrows and scrapers has created a new demand for hundreds more wheelbarrows and scrapers and far more are sold today than ever before. High class big equipment always demands high class small equipment to go with it—"K & J" Equipment.

An investment in "K & J" Stock is an absolutely **staple, no-risk** investment.

All "K & J" Steel Wheelbarrow Trays are made from "K & J" Special Alloy Steel, double annealed, which is highly rust resisting.

THE FOLLOWING WESTERN DISTRIBUTORS CARRY "K & J" EQUIPMENT IN STOCK:

Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Whiton Hardware Company	Seattle, Wash.
Polson Implement Company	Seattle, Wash.
Hunt & Mottet Company	Tacoma, Wash.
Holley-Mason Hardware Company	Spokane, Wash.
Thomson-Diggs Company	Sacramento, Cal.
California Hardware Company	Los Angeles, Cal.
Harper & Reynolds Company	Los Angeles, Cal.
Ducommun Hardware Company	Los Angeles, Cal.
Dunham, Carrigan & Hayden	San Francisco, Cal.
Honeyman Hardware Company	Portland, Ore.
The Salt Lake Hardware Co	Salt Lake City, Utah

The KILBOURNE & JACOBS MFG. CO., Columbus, Ohio, U.S.A.

New York Offices, 120 Broadway — Connections in all parts of the world

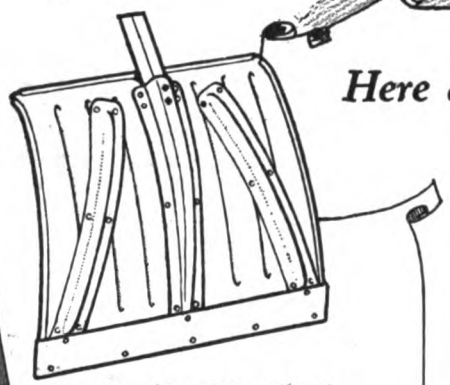
Western Distributors — Messrs. Hughson & Merton, San Francisco — Seattle — Portland



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Iron Horse Snow Shovels



Rear view of Iron Horse Shovels style No. 107-8. Note the three metal rib reinforcements — the rigid manner in which they are riveted in place, and how the wood handle is rigidly incased in the one in the center and then riveted.

Here are two types of Snow Shovels your trade want

ONE built with a heavy gauge galvanized metal blade, reinforced at the back with three metal ribs, the end of the wood handle rigidly incased in the one in the middle—while the other type shovel is built with a steel blade and a single metal rib riveted to the back. Both types are big sellers.

And we build Snow Shovels of all sizes—for the kiddies as well as for the grown-ups.

Write for circular No. 130, showing Iron Horse Snow Shovels, all sizes.

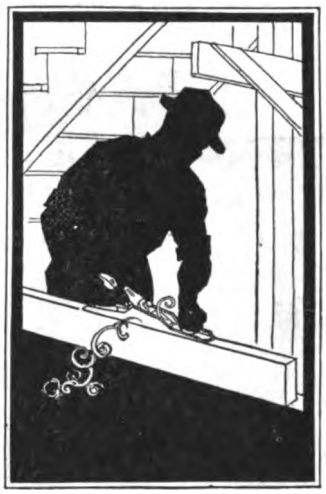


Rochester Can Company ~ Rochester, N. Y.

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The Building Trades are at It Again!

At no time in recent years has the building industry been so active as at present. With this activity comes an increased demand for carpenters' tools. Here is your opportunity to make your store stand out as the one that carries tools of quality—Sargent Tools. Stock Sargent Tools because they are the kind you can recommend with confidence and because they possess many unusual features that aid in their sale.



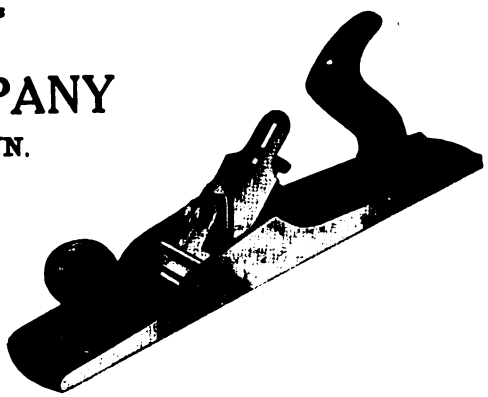
SARGENT AUTO-SET BENCH PLANE with the Chromium Steel cutter. These consistently popular planes are now being made with cutters of a special alloy steel of added toughness and wear-resisting qualities. Cutters of Chromium Steel hold a keen edge over an unusually long period of service. Explain this feature of the new planes, and that they are easily adjustable for both fine and coarse cuts, that they cannot chatter, and that the cutter if removed can always be put back in its original position without readjustment.

SARGENT FRAMING SQUARES. These squares are easy to sell, for they are true labor-savers for the carpenter. They give accurate measurements for all kinds of rafters—common, hip, valley, jack and cripple. The carpenter does not have to multiply and divide. The measurements on the square are complete, correct and final. Just what every carpenter in your locality should have!



Be ready for building trade business with these two popular Sargent Tools
Write for full particulars

SARGENT & COMPANY
NEW HAVEN, - CONN.
New York
Chicago

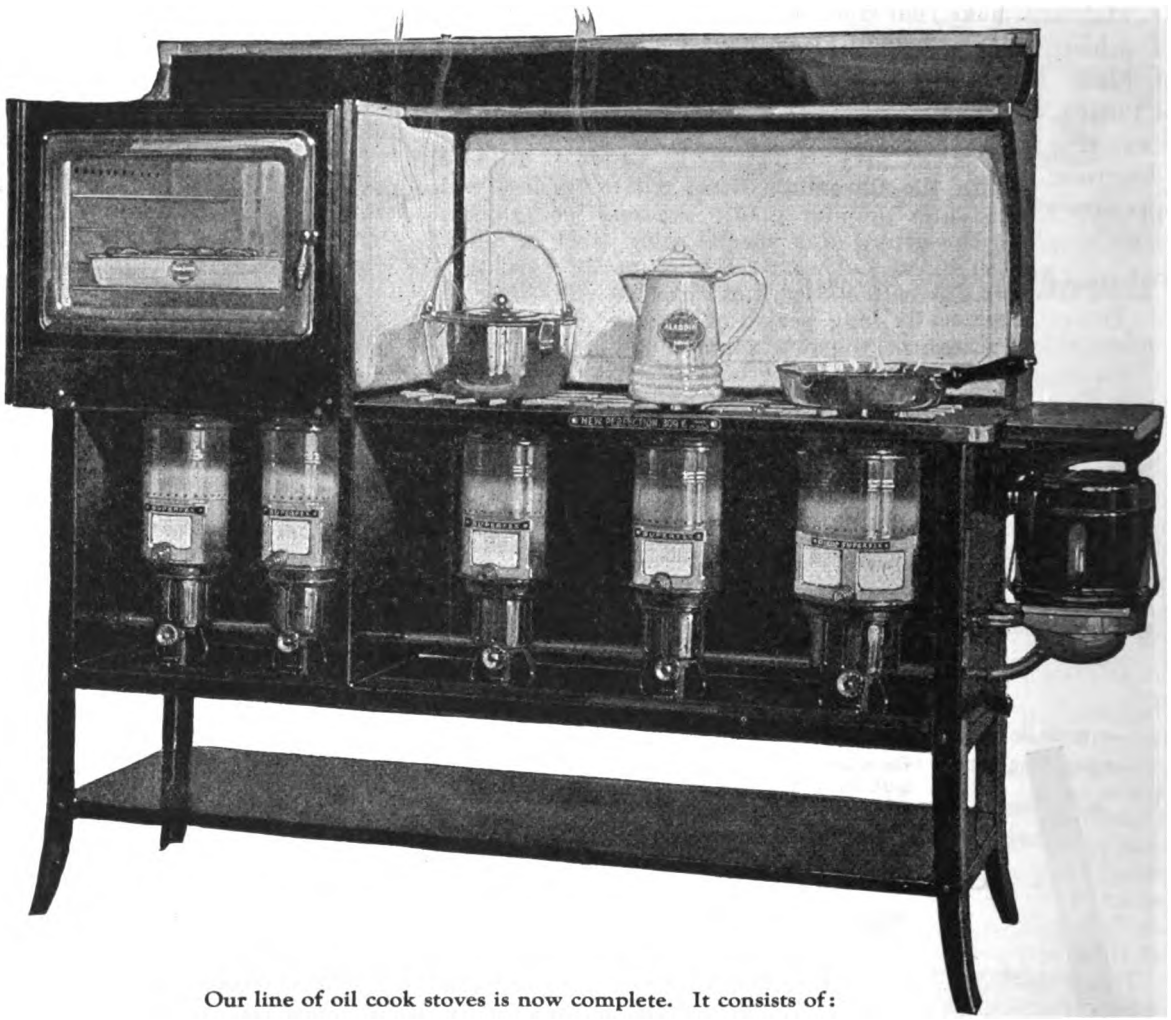


SARGENT
LOCKS AND HARDWARE

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The Complete Oil Range

New Model 309-E Five-Burner Range with built-in heat-retaining oven now ready for delivery



Our line of oil cook stoves is now complete. It consists of:

300 Line—NEW PERFECTION Oil Ranges with SUPERFEX Burners, in 2 to 5-burner sizes.

30 Line—NEW PERFECTION Oil Stoves with Blue Chimney Burners, in 1 to 5-burner sizes.

20 Line—PURITAN Short Drum Oil Stoves, in 2 to 5-burner sizes.

NEW PERFECTION *with*

HOUSEHOLD CMP PRODUCTS

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for Year Round Farm and City Use

THIS complete oil range is the latest addition to the already-famous line of New Perfection Oil Ranges with SUPERFEX Burners. It comes in two sizes: the 4-burner, No. 307-E, and the 5-burner, No. 309-E, pictured on the opposite page.

Special features of this new range that make for easy sales are:

The built-in, heat-retaining oven—economical of fuel and a perfect baker.

Five handy burners—oven burners may also be used for surface cooking if desired.

White enamel cabinet and roomy porcelain enameled cooking top with end shelf over reservoir.

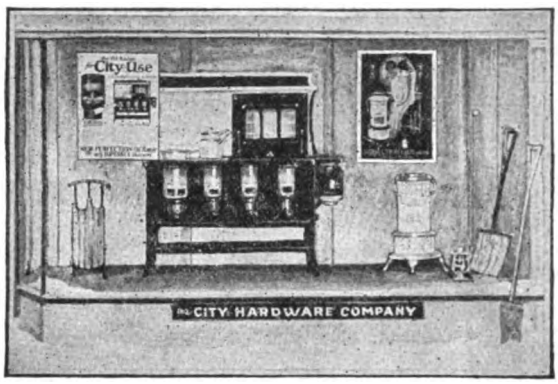
Handsome appearance and sturdy construction—extra strong base shelf for utensils.

Cooks with Speed and Satisfaction of Gas at Lower Cost

The new SUPERFEX Burners, which are exclusive with the 300 line of New Perfections, are proving to be one of the sensations of the year. This latest line of ranges already has thousands of enthusiastic users. Its amazing speed and remarkable economy make it the ideal year 'round cook stove for any home—city, suburban or farm. Kitchen tests show that its fuel cost is less than 85-cent gas and very much less than electricity.

This is a year of unprecedented opportunity for New Perfection dealers. A *complete* line of oil ranges for which there is an established demand—year 'round magazine advertising—big-space special newspaper campaigns—generous selling helps! Get your orders in now.

THE CLEVELAND METAL PRODUCTS CO.
7429 Platt Avenue **Cleveland, Ohio**



Trim Your Windows and Boost Your Sales

NOW is the time for action. City housewives are anxious to economize. New homes are building at a record rate. Thousands of new home owners are ready to buy cook stoves. Farmers' wives, whose homes are now heated with furnaces, are tired of coal and wood-stove drudgery. The coal shortage is being felt. Sell them the New Perfection Oil Range with SUPERFEX Burners that cooks with the speed and satisfaction of a gas stove at much lower cost.

In addition to our fall and winter advertising in the Saturday Evening Post, Ladies' Home Journal, Peoples' Home Journal, Country Gentleman and Christian Herald, a special newspaper campaign will run during October and November in 150 large newspapers.

Push Perfection Heaters Now

Perfection dealers know what "coal shortage" means in terms of heater sales!

Advertising in Saturday Evening Post, Country Gentleman, and Ladies' Home Journal recommends Perfection Oil Heaters as a protection against the discomfort and danger of poorly-heated homes.

You get quick action on orders sent to our conveniently-located branches where adequate stocks of heaters are carried.

Oil Cook Stoves & Ranges
SUPERFEX *Burners*

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STANLEY S.W.



STANLEY TOOL ASSORTMENTS





Not toys, but Master Craftsmens' Tools of highest quality. Put up in assortments of various numbers to meet the requirements of practically every desire.

Retail list prices of complete line of assortments range from $6.00 to $95.00. Sets of from 5 to 50 Tools. In Boxes and Cabinets of Black Walnut and Mission Stain. A great range to select from.

A window display of Stanley Tool Assortments (with a card suggesting them as "Christmas Presents") will tease people into buying them —will make their hands itch to have them as their very own, whether they are artisans, home-keepers or hobbyists.

Send for Stanley Tool Chest Folder "J-6"

THE STANLEY RULE & LEVEL PLANT

THE STANLEY WORKS

NEW BRITAIN, CONN., U. S. A.

New York Chicago San Francisco Los Angeles Seattle

Manufacturers of Wrought Hardware and Carpenters' Tools

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Luther



The Silent Clerk That Works for Nothing and Makes Big Sales

Keep this silent salesman in a prominent place in your store. It works for you all the time. It costs you nothing. It suggests the answer to the ever-present grinding and sharpening that all farmers, mechanics, and housewives are continuously up against.

This store-stand is a sales-creator. It's a reminder—it stimulates desire. It displays to the utmost advantage the Luther Line of Tool Grinders — accepted everywhere among farmers and mechanics as standard.

Luther Grinders have led the field for thirty years—they are the most extensively advertised and are carried by representative jobbers throughout the country.

One Milwaukee hardware store sold over $7500.00 worth of Tool Grinders Last Year. Hundreds of others are making Big Tool Grinder Profits. You can too.

Let us tell you how you can get this display stand to help you make sales—check the coupon to tell us what you want. Don't delay, every day means a loss in sales and profits to you.



LUTHER GRINDER CO., Dept. H-12, Milwaukee, Wis.
Without any obligation to me, please send me the checked items.

Luther Catalog and price list. ☐
The free pocket Hone in leather case. ☐
"How to obtain a Luther display stand." ☐

Firm Name .....
Address .....
P. O. .....

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COLUMBIAN

Tape — Marked

PURE MANILA ROPE



EVERY FOOT OF THIS ROPE IS ABSOLUTELY GUARANTEED BY A RED, WHITE AND BLUE "TAPE-MARKER" WHICH CAN BE FOUND THROUGHOUT ITS ENTIRE LENGTH.

Trade-Marked Goods Excel

This is true of all merchandise and is proof of superiority.

The Columbian ***Tape-Marker*** represents the most tangible method of Trade-Marking rope.

Insist on its presence in the next rope you buy.





COLUMBIAN ROPE CO. AUBURN, N.Y.

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Important Removal Notice

WICKWIRE SPENCER STEEL CORPORATION

General Administrative and Sales Offices

LIGGETT BUILDING, 42nd STREET AND MADISON AVENUE
NEW YORK CITY

On September 1st, the following changes will be made in the Offices of this Company:

The General Administrative and Sales Offices now located in Worcester, Mass., will remove to the Liggett Building, 42nd Street and Madison Avenue, New York City.

The New York Office, now located in the Equitable Building, 120 Broadway, will be combined with the General Offices in the Liggett Building.

The Philadelphia Warehouse, now located at 237 North Sixth Street, will not be affected by this change, and will be maintained as formerly to serve the Philadelphia territory, but the Philadelphia Sales Office will be consolidated with the General Offices in the Liggett Building, New York City.

The Boston Office will be closed, but in order that service to our many friends adjacent to our New England Mills, located in Worcester, Spencer, Palmer and Clinton, may not be interrupted, a Divisional Sales Office will be established in Worcester, Mass.

District Offices

WORCESTER BUFFALO
DETROIT CHICAGO
SAN FRANCISCO

Warehouses

NEW YORK PHILADELPHIA
BUFFALO CHICAGO
SAN FRANCISCO LOS ANGELES

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New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

Same as { 55, 20, 10, 7½ & 2½. / 50, 20, 10, 10, 7½ & 2½. / 40, 40, 10, 7½ & 2½. / 40, 35, 10, 10 & 7½. / 40, 33⅓, 10, 10, 7½ & 2½. / 40, 25, 20, 10, 7½ & 2½. / 37½, 20, 20, 10, 10, 7½ & 2½. / 35, 25, 20, 10, 10 & 7½.

1	00.29 22	11	03.21 43	21	06.13 64	31	09.05 84	41	11.98 05	51	14.90 26	61	17.82 47	71	20.74 67	81	23.66 88	91	26.59 09
2	00.58 44	12	03.50 65	22	06.42 86	32	09.35 06	42	12.27 27	52	15.19 48	62	18.11 69	72	21.03 89	82	23.96 10	92	26.88 31
3	00.87 66	13	03.79 87	23	06.72 08	33	09.64 28	43	12.56 49	53	15.48 70	63	18.40 91	73	21.33 11	83	24.25 32	93	27.17 53
4	01.16 88	14	04.09 09	24	07.01 30	34	09.93 51	44	12.85 71	54	15.77 92	64	18.70 13	74	21.62 34	84	24.54 54	94	27.46 75
5	01.46 10	15	04.38 31	25	07.30 52	35	10.22 73	45	13.14 93	55	16.07 14	65	18.99 35	75	21.91 56		24.83 76	95	27.75 97
6	01.75 32	16	04.67 53	26	07.59 74	36	10.51 95	46	13.44 15	56	16.36 36	66	19.28 57	76	22.2		12 98	96	28.05 19
7	02.04 55	17	04.96 75	27	07.88 96	37	10.81 17	47	13.73 38	57	16.65 58	67	19.57 79	77	22.6		21	97	28.34 41
8	02.33 77	18	05.25 97	28	08.18 18	38	11.10 39	48	14.02 60	58	16.94 80	68	19.87 01	78	2			98	28.63 63
9	02.62 99	19	05.55 19	29	08.47 40	39	11.39 61	49	14.31 82	59	17.24 02	69	20.16 23	79	23.08				28.92 85
10	02.92 21	20	05.84 41	30	08.76 62	40	11.68 83	50	14.61 04	60	17.53 24	70	20.45 45	80	23.37 66				29.22 07

60, 10, 10, 7½ & 5.

Same as { 55, 20, 10, 7½ & 5. / 52½, 20, 10, 10 & 7½. / 50, 20, 10, 10, 7½ & 5. / 40, 40, 10, 7½ & 5. / 40, 33⅓, 10, 10, 7½ & 5. / 40, 25, 20, 10, 7½ & 5. / 37½, 20, 20, 33⅓, 33⅓, 33⅓, 25, 20,

1	00.28 47	11	03.13 19	21	05.97 90	31	08.82 62	41	11.67 33	51	14.52 05	61	17.36 76	71	20.21 48	81	23.06 19		25.90 91
2	00.56 94	12	03.41 66	22	06.26 37	32	09.11 09	42	11.95 80	52	14.80 52	62	17.65 23	72	20.49 95	82	23.34 66	92	26.19 38

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, $7.30 is $2.13, $73.00 is $21.33, $730.00 is $213.31, $7,300.00 is $2,133.11.

OTHER USEFUL TABLES

Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

U. S. Money Into Foreign Money and Reversed. Pounds, marks, francs, kronen, etc.

Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, $10.00,

ADDRESS NEAREST OFFICE:

Phelan Building, San Francisco, Calif.

507 Pioneer Building, Seattle, Wash.

Hardware World

388 Taylor St., corner Tenth, Portland, Oregon.

204-207 Scott Building, Salt Lake City, Utah.

BOATMEN'S BANK BUILDING, ST. LOUIS, MO.

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No. 70
Thompson Twin Lawn



No. 100
Thompson Shower Lawn



No. 75
Thompson Fountain Lawn

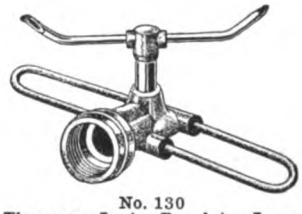
Rain's only rivals

You can stimulate your lawn sprinkler business by displaying a few of the celebrated Thompson Sprinklers. We produce sixteen standard models, meeting every sprinkler requirement. These sprinklers are produced from refined, special alloyed zinc and brass, carefully machined and scientifically angled to prevent clogging and to permit proper dispatch of the water. Send for an assorted gross as a trial order.

Thompson Manufacturing Co.

8TH ST. AND SANTA FE AVE., LOS ANGELES

SEND FOR FOLDER



No. 130
Thompson Junior Revolving Lawn



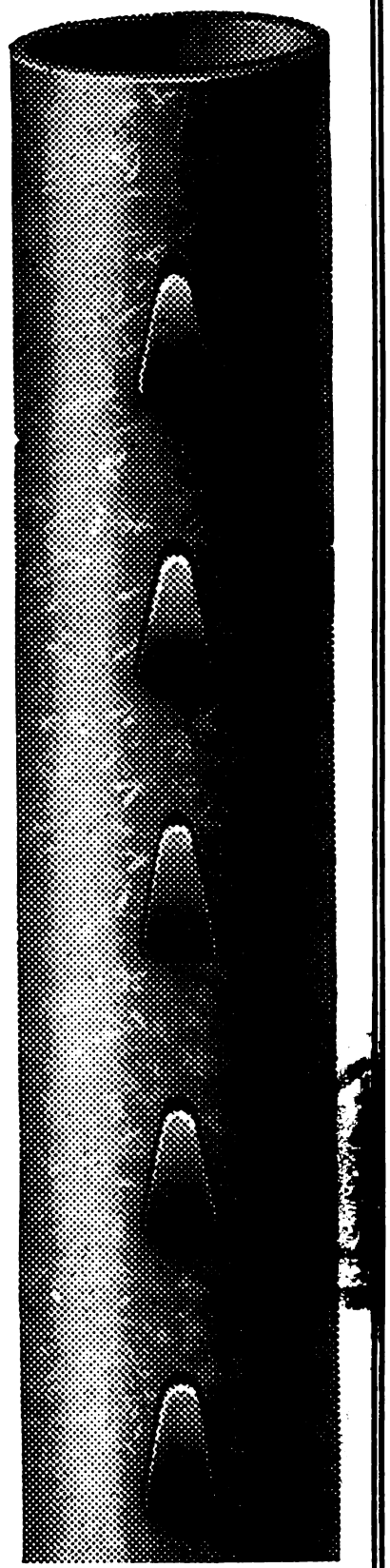
No. 131
Thompson
Revolving Lawn

With 50 pounds pressure this revolving sprinkler will cover 40 feet diameter. Perfectly balanced and joints are leak-proof. A rapid seller.

Thompson's *California* *Lawn* Sprinklers

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AMERICAN
Galvanized Steel
FENCE POSTS



For use with wire fence of all kinds

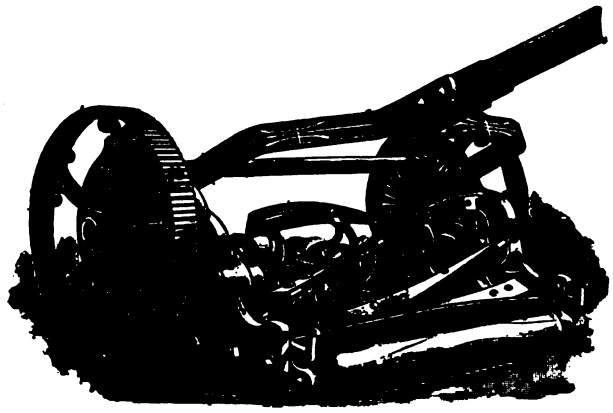
20 YEARS OF ACTUAL SERVICE IS CONVINCING PROOF OF THE LASTING QUALITY OF OUR GALVANIZED POST

EVERY ROD OF FENCE REQUIRES A POST

United States Steel Products Co.

Rialto Building, - - - - - SAN FRANCISCO, CAL.
Jackson St. and Central Ave. - - LOS ANGELES, CAL.
Sixth and Alder Sts. - - - - - PORTLAND, ORE.
4th Avenue South and Conn St. - - SEATTLE, WASH.

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A Message to the Merchant

PENNSYLVANIA *Quality* MOWERS will be advertised to the consumer in the leading national weekly and monthly magazines during the coming season as formerly.

Please note that each mower will be equipped with the new patented PENNSYLVANIA, steel-braced handle bearing the "PQ" trade mark. This will identify the mower as "PENNSYLVANIA *Quality*" whether sold under the factory or jobbers' brand.

PENNSYLVANIA LAWN MOWER WORKS

FOUNDED 1877 PHILADELPHIA

PQ

PENNSYLVANIA

Quality

LAWN MOWERS

This trademark is on the handles of

PENNSYLVANIA STANDARD high and low wheel.
PENNSYLVANIA JUNIOR, Ball Bearing, high and low wheel.
PENNSYLVANIA GOLF, Ball Bearing, high and low wheel.

PENNSYLVANIA PUTTING GREEN (Roller Type).
PENNSYLVANIA TRIO CUTS, 84 inches for Horse or Tractor.
PENNSYLVANIA Horse and Pony.
PENNSYLVANIA LAWN CLEANER and RAKE.

Continental High Wheel
Great American Ball Bearing
Red Cloud Ball Bearing

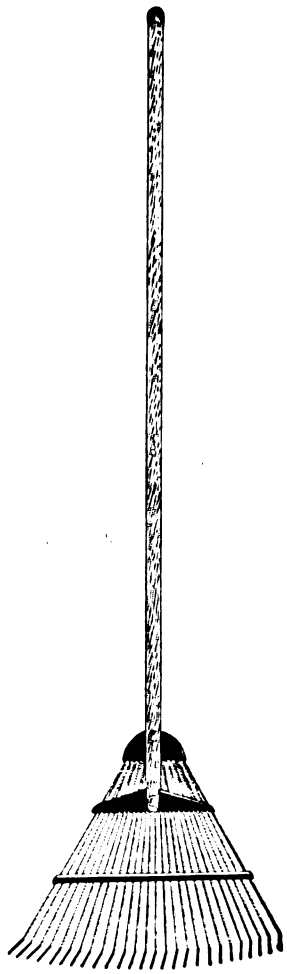
Orchid Ball Bearing
Belmont Ball Bearing
Delta Ball Bearing
Panama Plain Bearing
Belmont Plain Bearing
Electra Plain Bearing
Pennsylvania B. B. Trimmer
Pennsylvania Undercut B. B. Trimmer

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Your FALL Display Feature

Trade MADEWELL *Mark*

Spring-Steel Wire Garden Broom



Patent applied for
Used Like a Broom
Weight 1 1-2 Lbs.

Sells Profitably to All:

Families (every one a prospect)
Parks and Playgrounds
Service Stations *Chicken Farmers*
Golf Courses *Cemeteries*
Barn Yards *Garden*

A garden tool which combines the usage and endurance advantages of the rake with lightness and convenience of the broom. Without equal in removing cut grass, dead leaves and garden litter of all kinds.

The spring-steel tines are practically indestructible, and individual tines are renewable, should one break. Nothing escapes these fine tines, yet they are practically self-cleaning.

A Home Product for Home Owners

Order Through Your Jobber
Or Write Us If He Can't Supply You

MADEWELL PIPE & CULVERT WORKS
East 12th St. and 25th Ave., Oakland, Cal.

— If it's MADEWELL *it's well made*

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Boyco Galvanized Ware



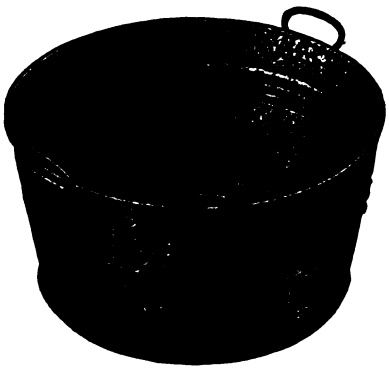
Boyco Buckets

The excellent appearance of Boyco Buckets aids greatly in the making of sales. Customers will instinctively select these Buckets as the best. Their spangle and perfect, unbroken finish is the result of the Boyco process of hot-galvanizing after construction is complete. Satisfactory service, after sales, is assured by the sturdiness and serviceability built right into the Buckets at the Boyco factory.

Boyco Garbage Cans

Boyco Garbage Cans have, in their design, certain features not found in ordinary cans. Note, for yourself, their general sturdiness. The vertical swedges, the double seams, the completely reinforced body, coupled with the Boyco process of hot-galvanizing after construction is complete, provides Garbage Cans that excel both in durability and appearance.





Boyco Tubs

The special Boyco process of hot-galvanizing after all construction is complete is especially desirable in the manufacture of Tubs. This process precludes all possibility of rough edges to tear the clothes and hands. Boyco Tubs are manufactured from high quality black iron and finished with a spangle and unbroken surface that makes selling easy. Leaks are unknown to Tubs bearing the Boyco trademark.

BOYCO

BOYLE MANUFACTURING CO.

5100 Santa Fe Avenue

LOS ANGELES, . . . CALIFORNIA

BOYCO

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"The Box With the Steady Cold Wave"



BALDWIN
Dry Air Refrigerators

Listen to This One!

From One of Our Customers

15 YEARS

"I have used one of the Baldwin Refrigerators for 15 years — it is just as good as new, only it is too small. The circulation is perfect — never had anything spoil. We call it the "Old Reliable."

WE CAN please you every day for the next 15 years just as we have pleased this customer for the past 15.

The Baldwin Refrigerator Company

Burlington, Vermont

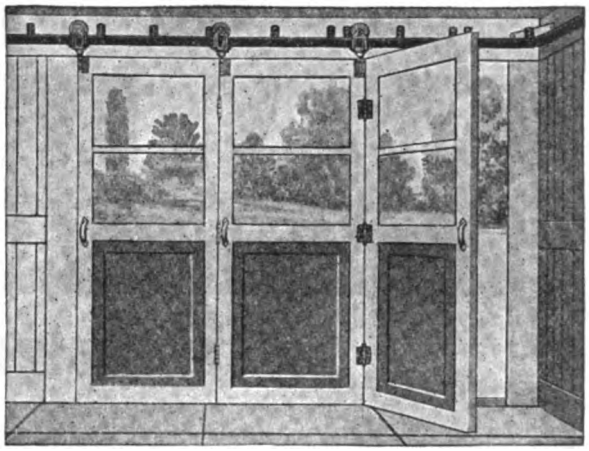
Stock Carried by HEYMAN-WEIL CO., San Francisco, California

C. H. SMITH
Western Representative
817 South Saint Andrews Place
Los Angeles, Calif.

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Here Is What the Man Wants
Who Is Cramped for Garage Room

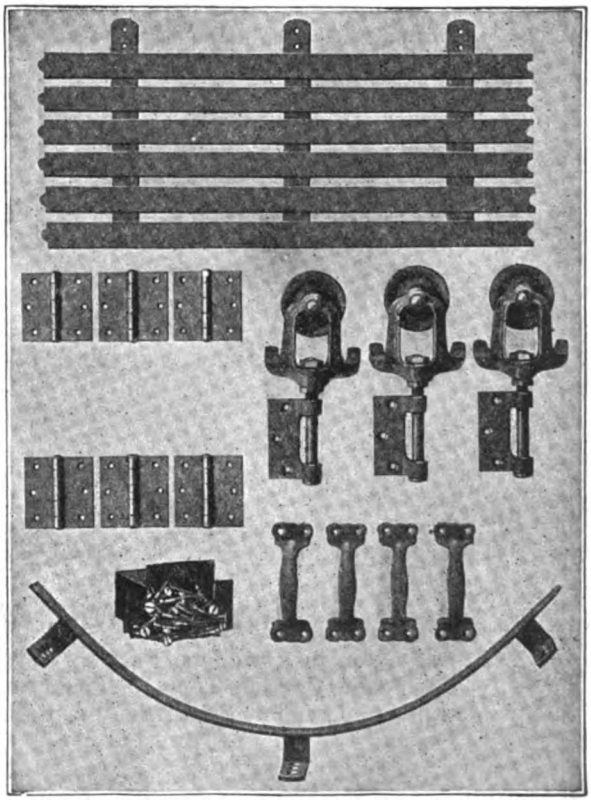
The Flexo "Comepacked" Garage Door Set
Sells on Sight



Also Made for 4 Doors

This set is almost indispensable to the man building an up-to-date garage where every inch counts. You will be surprised at the ease with which they sell.

Complete hardware for three or four doors hinged together so that they will run around a corner. Makes an opening of the entire front of the garage. The fourth door is hung on hinges, and may be used as a service door. The hangers are on a swivel and provided with an adjustment so that the doors may be quickly raised if they touch the floor.



A Sure Seller and a Quick Profit Maker

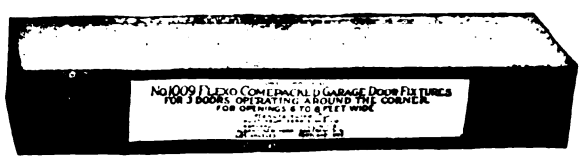
Hunt, Helm, Ferris & Co.

Everything for the Modern Barn

Los Angeles, Cal.—1811 E. Seventh St.
San Francisco, Cal.—283 Minna St.
Portland, Oregon—East 3rd and Salmon Sts.

STAR Equipment

The STAR Line
"Something to Sell the Year Around"
Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties



Entire Set Comes Packed in Box

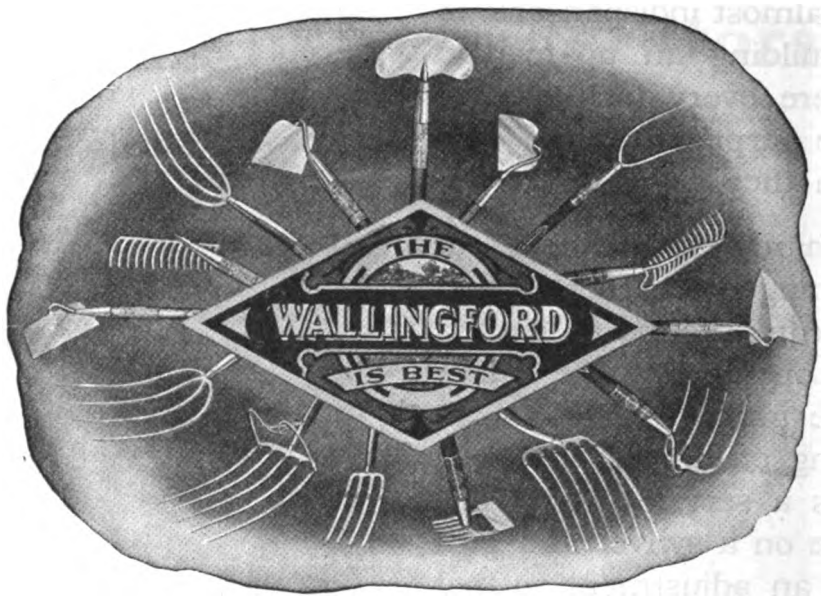
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THE TRITCH HARDWARE COMPANY

Rocky Mountain Distributors of

WALLINGFORD
FARM AND GARDEN TOOLS

A COMPLETE LINE



HIGH QUALITY CAST STEEL

CAREFULLY TEMPERED AND TESTED

SELECTED HANDLES EXTRA FINISHED

WALLINGFORD STEEL GOODS

Are made in a Modern Factory devoted exclusively to the manufacture of Farm and Garden Tools; a large and complete line produced under ownership management, assuring the highest type of goods in Design, Quality and Finish.

Write for Prices Today

THE TRITCH HARDWARE COMPANY

FRANK A. BARE
President

Jobbers

O. E. BARE
Vice Pres.

Denver, Colorado

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THE RED WHEEL

THE Lorain Oil Burner is the second product of American Stove Company to be identified by the "Red Wheel"—symbol of superiority.

When, after years of unceasing effort, American Stove Company brought forth the Lorain Oven Heat Regulator for gas stove ovens, it was decided to give all stoves so equipped an identification mark that would become universally known as a symbol of superiority in the field of cooking appliances.

It was later decided *never* to use the mark on any other type of cooking appliance *until* American Stove Company could prove beyond all doubt a pre-eminence equal to that possessed by Lorain-equipped Gas Ranges.

And now, after eleven years of testing, in laboratory and in thousands of homes, American Stove Company *knows* that the Lorain Oil Burner meets every rigid requirement necessary to entitle it to the mark of the Red Wheel.

Like the Lorain Oven Heat Regulator, the Lorain Oil Burner has now been adopted as standard equipment on the following makes of oil cook stoves—New Process, Clark Jewel, Quick Meal, Dangler and Direct Action.

It took less than four years to establish the Lorain Oven Heat Regulator as the greatest achievement in gas range construction—sales of Lorain-equipped Gas Ranges having mounted to figures undreamed of by the most optimistic experts of the gas industry.

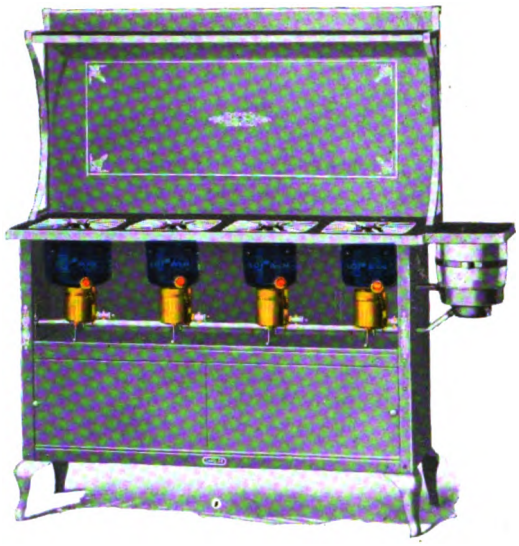
Yet, so great is the confidence of American Stove Company in the super-excellence of the Lorain Oil Burner that even a quicker conquest is predicted.

Back of the Lorain Oil Burner there is being built a reinforcement of sales and advertising effort equal to the sterling qualities of the burner itself. And, dealers will do well to learn all the facts before placing orders for next season's requirements—when oil cook stove buyers will be seeking the *Sign of the Red Wheel.*

AMERICAN STOVE COMPANY, ST. LOUIS, MO.

LORAIN
OIL BURNER

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THE Dangler Lorain Burner Wick Oil Stoves are an attractive addition to any kitchen. They have a handsome grey japan finish, with black japan top. The body of the stove is made of heavy sheet steel. All legs are cast iron. Body and legs are japanned. Various styles are offered: 2-burner; 3-burner; 4-burner; and 5-burner, either with or without high shelves—with or without oven.

The glass tank for oil supply is a most efficient indicator. It shows at a glance the supply of oil. Every stove has style as well as quality. They are simple and sturdy in construction, as well as in operation; good at all times and under all conditions.

Dangler Oil Stoves, equipped with the celebrated Lorain Oil burner, are clean, durable, economical and convenient.

DANGLER

QUICK MEAL OIL STOVES are scientifically constructed and carefully assembled in every detail. The legs are cast iron, shaped to fit tightly to the body of the stove, and are reinforced by a bottom shelf. This provides a convenient place for pans and cooking utensils. The body of the stove is unusually strong, securely bolted and electrically welded together, provided with substantial braces in corners and under top.

We especially emphasize the large size of the cooking tops which permit the use of large vessels, boilers, etc. Quick Meal Oil Stoves are made in 2-, 3-, 4-, and 5-burner styles with or without high shelves, and with or without Splash Backs. The smooth, even lustre of the baked black japan finish is a delight to the eye.

Quick Meal Oil Stoves are equipped with the celebrated Lorain Oil Burner.



QUICK MEAL



CLARK JEWEL OIL STOVES have individuality of design and attractive appearance. They are finished in durable black enamel. All hoods are porcelain enameled. The entire stove is unusually strong in construction.

For kitchen comfort the four-burner stove is just right. When the oven is in use there are still two burners free for cooking. And with the oven removed there are four burners for top cooking. The high shelf provides a place for warming dishes. It is wide enough to hold the oven when the latter is not in use. Clark Jewel Oil Stoves are rigid and durable in construction.

Clark Jewel Oil Stoves are equipped with the Lorain Oil Burner.

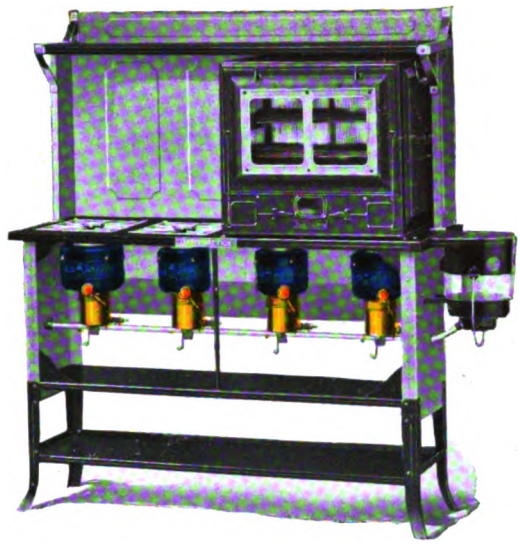
CLARK JEWEL

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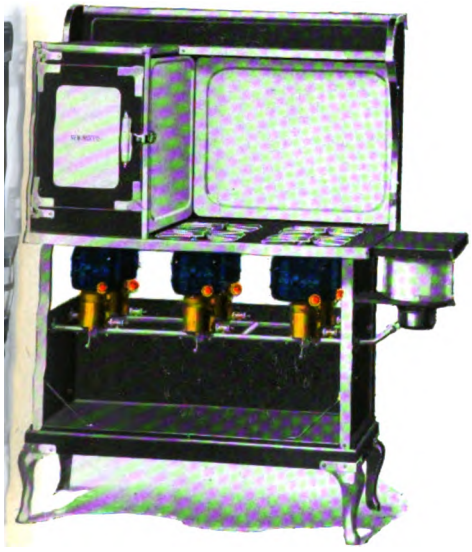
THE square mission style characterizes Direct Action Blue Flame Oil Stoves. They are attractively colored in pearl grey, ebony black and lustrous nickel. They have extra large, square cooking-grates. These accommodate large kettles and allow all the heat to act upon the utensils. The square grate prevents round kettles from covering the entire grate surface, thereby eliminating any tendency to smother the flame.

All stoves have an extension shelf over the oil reservoir, high back-shelf embossed in panel effect, and flat surfaces throughout. This latter feature means that Direct Action Oil Stoves are easy to keep clean. The glass reservoir holds one gallon of oil. It has a bail for carrying. This reservoir has an automatic feed (student lamp principle). Feed-pipe is tin-coated and all joints are sweat-soldered and non-leakable.

Direct Action Oil Stoves are equipped with the celebrated Lorain Oil Burner.



DIRECT ACTION



NEW PROCESS BLUE FLAME OIL STOVES have a brilliant black japan finish with striped and decorative effect. The cooking top is large and roomy, with plenty of space for utensils without crowding. Due to the square grate-castings being flush with the top of the stove, the utensils can be moved about without jarring.

The back shelf is an optional feature. The oil container of glass makes it easy to tell when to refill. The end-shelf lifts out of the way when filling of oil tank is necessary. All castings and steel parts are plain and smooth and hence are easy to keep clean. The model illustrated here has both permanent oven and high back shelf.

New Process Oil Stoves are equipped with the celebrated Lorain Oil Burner.

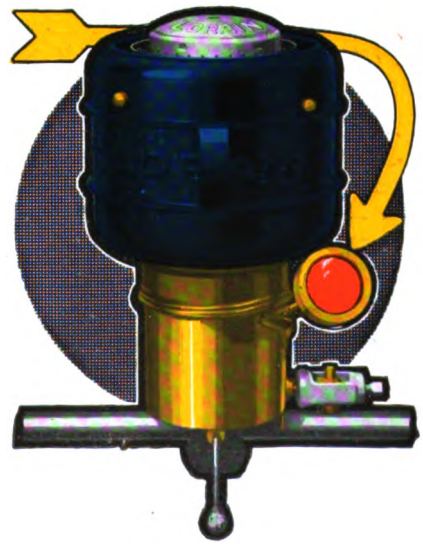
NEW PROCESS

LOOK FOR THE RED WHEEL

EXPLANATORY: Because the short chimney oil stove urner produces an intense flame which strikes directly on ıe *bottom* of the cooking utensil, the heat generated has, ı the past, caused the early destruction of its vital part, ıe inner combustion tube.

This fault has been *completely* eliminated in the Lorain l Burner by making the inner combustion tube of "Vesu-ıs Metal" which is not affected by the destructive action this intense heat.

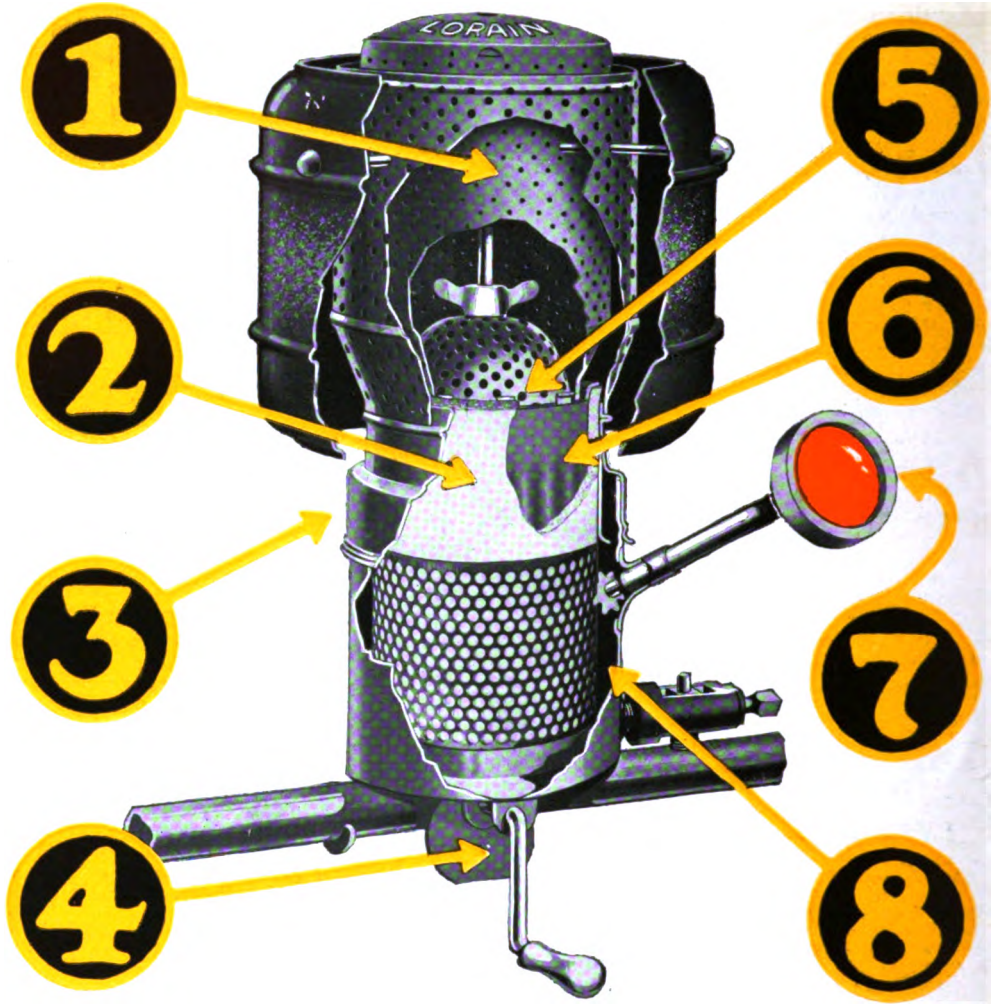
Therefore, American Stove Company now gives the follow-ı *unconditional* guarantee with each Lorain Oil Burner.



GUARANTEE

Should the inner combustion tube of the Lorain Oil rner burn out within 10 years from date of purchase, lacement will be made entirely free of charge.

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1 INNER COMBUSTION TUBE: Made of heat-resisting "Vesuvius Metal." Read 10 year guarantee on the other side of this page. Inverted-cone construction of both inside and outside combustion tubes prevents "boil-overs" from reaching wick and wick-tubes, an assurance against wick-sticking.

2 BLUE BIRD WICK: An exceptionally high grade wick manufactured exclusively for American Stove Company. Made of highest grade cotton, closely woven. Gives extra long life and steady flame.

3 REMOVABLE HEAD: Made of a material that does not easily transmit heat from combustion chamber to oil-well. Its quick-detachable feature makes wick immediately accessible.

4 CHIMNEY RAISER: A simple device, easy and positive in its operation. Reduces to a minimum the labor of lighting and trimming wicks.

5 AUTOMATIC WICK-STOP: Self adjusting. Prevents wick-carrier from getting out of control of ratchet wheel.

6 INSIDE WICK-TUBE. All brass, corrugated to reduce friction, thereby aiding in prevention of sticking and binding of wick when being raised or lowered.

7 THE RED WHEEL: American Stove Company's symbol of superiority and mark of identification. Wheel is extra large, giving powerful leverage to raise or lower wick. Rim is smooth, will not injure most tender hand.

8 OUTSIDE WICK-TUBE: All brass, heavily reinforced bottom. Note extra wide space between wick and outer tube at all points. This insures easy operation of wick, prevents sticking and makes insertion and removal of wick an extremely simple task.

IMPORTANT: American Stove Company believes the Lorain Oil Burner to excel all other makes and types in Efficiency, Durability, Simplicity, Ease and Speed of Operation. The Lorain Burner is a high speed, short-chimney burner that gives a blue flame of intense heat which strikes directly against the cooking utensil. Every oil cook stove equipped with Lorain Oil Burners has one interchangeable chimney which makes any standard Lorain burner a super-heating Giant Burner—an entirely new feature in oil cook stove construction.

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A Way to Sell *More* Starrett Ratchet Wrenches

You'll sell more Starrett Patent Ratchet Wrench sets if you play up its advantages to your garage and service station trade. Every auto-mechanic would like to own this tool, but he's got to be shown that he's going to get his money's worth out of his investment.

We are showing him through the advertising in the magazines he reads—**you** can complete the sale by demonstrating the set itself to him.

You won't have to show him how useful the Starrett Ratchet Wrench will be to him—he can see its advantages at a glance. Show him the quality — the Starrett quality of every socket, handle and part of the 37 tools that make up this set. Show him the advantage of having a set that he can "treat rough" and yet be certain that it will be on the job for years to come.

Show him that when he considers the actual service he will get from this tool—this Starrett Ratchet Wrench is the cheapest set he can get **at any price.**

Put a little extra effort on the auto-mechanic —he is your best customer for this tool.

Write for Catalog No. 22 B. F. and the Supplement describing the new Starrett Tools

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
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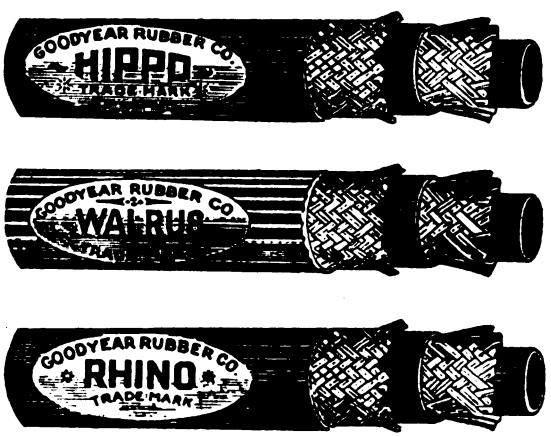
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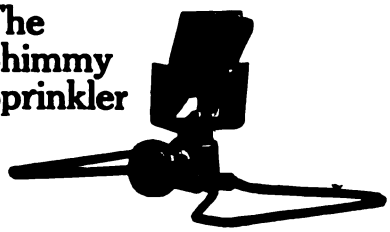
New York Office: 28 Warren Street

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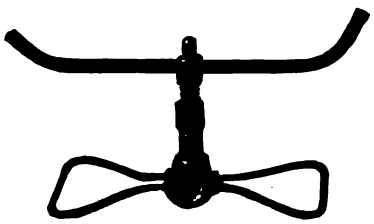
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The Shimmy Sprinkler



A patented sprinkler with a COLLEGE EDUCATION. Distributes lots of water uniformly over an area of four to five feet in width by 30 to 50 feet in length according to pressure. ¾" hose connection, works well on any pressure.



No. 1 Rotary

for lawns and gardens, uniform distribution, 35 to 50 feet diameter. Solid brass ¾" conn. No metal bearings, does not leak. Adjustable as to speed and area, works well on ½" hose.

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Circular Spray Half Circle, Quarter Circle, or Long, Narrow Strip

The BUCKNER underground head is the latest invention in this type of sprinkler and the result of years of experimenting, and is known throughout the United States as the only underground head ever designed to irrigate either a circle, half circle, quarter circle, or long, narrow strip. No underground system can be satisfactory without different forms of sprays. They are absolutely essential in all installations on large lawns and parking strips.

These heads are installed flush with the soil, hidden by the grass and not found by the lawn mower. They are never suspected as being in the lawn. No obstructions for people to fall over. In fact an invisible system, eliminating all labor in connection with lawn irrigation. Simply turn a valve and the work is done.

Science is a reliable aid in lowering costs and increasing efficiency.

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Very Popular With Blacksmiths, Wheelwrights and Auto Mechanics

The "Buffalo" No. 849-H Forge is an extra heavy Wagon Maker's Forge with cast iron hearth, size 38x42. This forge has heavy steel legs, hinged and balanced ash gate and heavy tuyere iron. Hood is made of steel or cast iron.

Variable Speed Blower with six speed regulator or a Constant Speed Blower furnished as desired.

Get entire story from catalog No. 100-B-37, containing valuable data.

Buffalo Forge Company
BUFFALO, N. Y.

COES STEEL-HANDLE

The Recognized Standard Heavy Duty Monkey Wrench

A little technical description every now and then serves to re-emphasize the many exclusive features that have been directly responsible for the steadily increasing COES DEMAND.

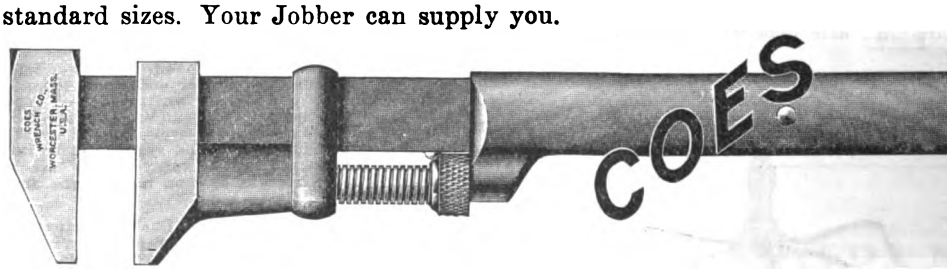
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Wearing parts fully hardened. Jaw is of one solid piece—without any rivets or a split back.

Handle fitted under pressure and cross-key, riveted, is used to further strengthen it.

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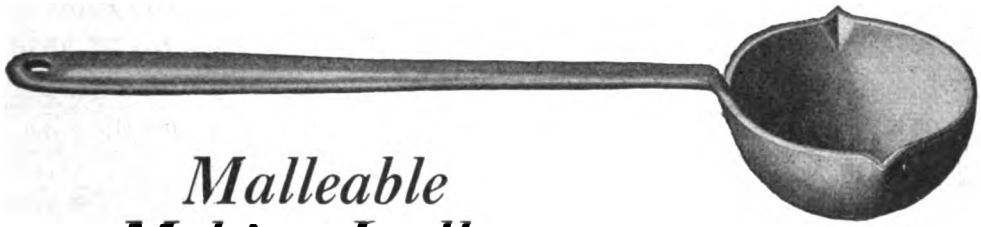
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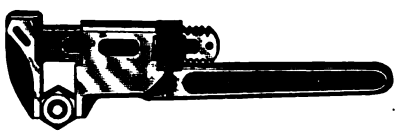
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TRIMO Economies



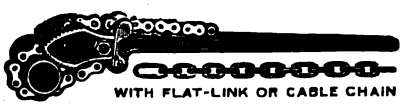
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Trimo Monkey Wrench, 7 sizes



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Eight sizes, take pipe ⅛" to 15"

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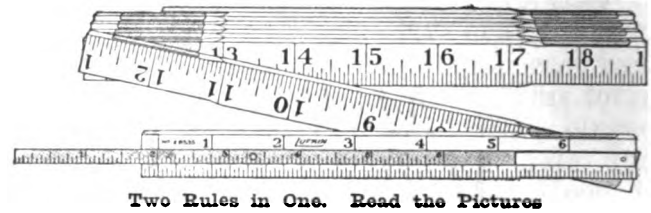
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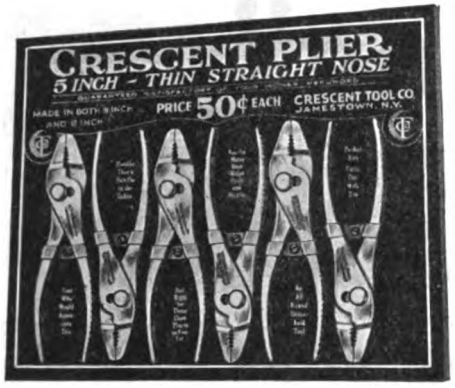
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A New Display

The DB7 Display Card illustrated above is printed in two colors, purple and white, measures 8½x11 inches and is equipped with a lock easel back which prevents it falling over on the counter or a glass show case.

There are six of the No. L25 Thin Straight Nose Pliers mounted securely on a card by means of clips.

Short paragraphs printed on the card call attention to various uses of the tool and suggest the purchase.

The high grade nickel finish against the purple background makes an attractive display which is bound to catch the eye and will sell the tools as we have demonstrated by thousands of similar cards which we have furnished dealers in the past.

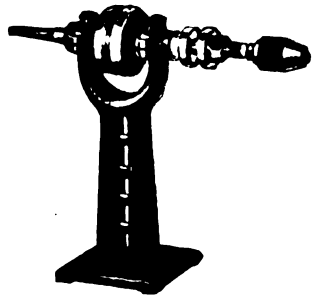
The DB7 assortment consists of the display card described, the six No. L25 five inch Thin Straight Nose pliers which are mounted on the card and six No. L26 six inch Thin Straight Nose Pliers which are packed in individual cartons.

It is furnished at the regular price of the tools only.

Your Jobber Has It

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

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1500 GOOD TOOLS



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POLISHING *and* GRINDING HEADS

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Toolsmiths

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Hard **TUNGSTEN STEEL** **Flexible**

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Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestioned merit.

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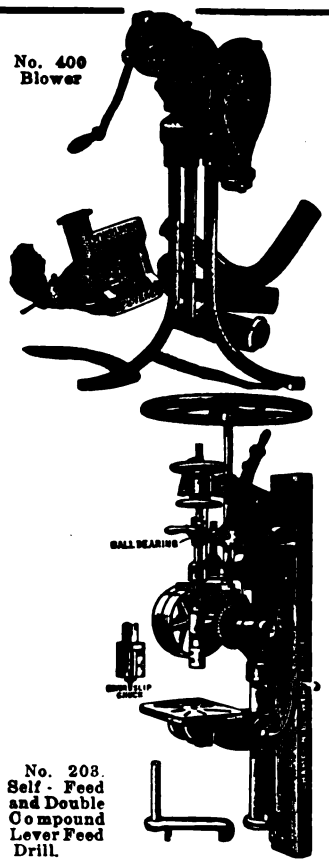
DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

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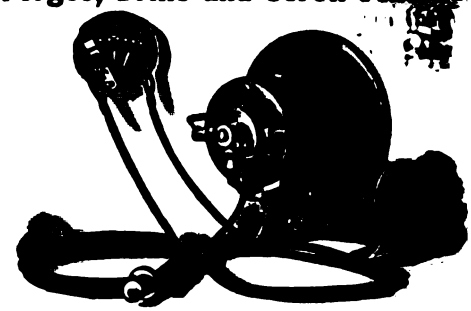


No. 400 Blower

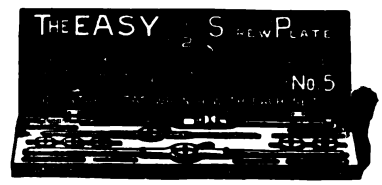
No. 208. Self-Feed and Double Compound Lever Feed Drill.

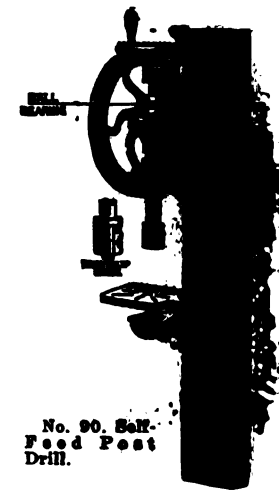


No. 401. Rivet Forge



No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.





No. 90. Self-Feed Post Drill.

Screw Plates in Four Styles, Cutting up to 1½"

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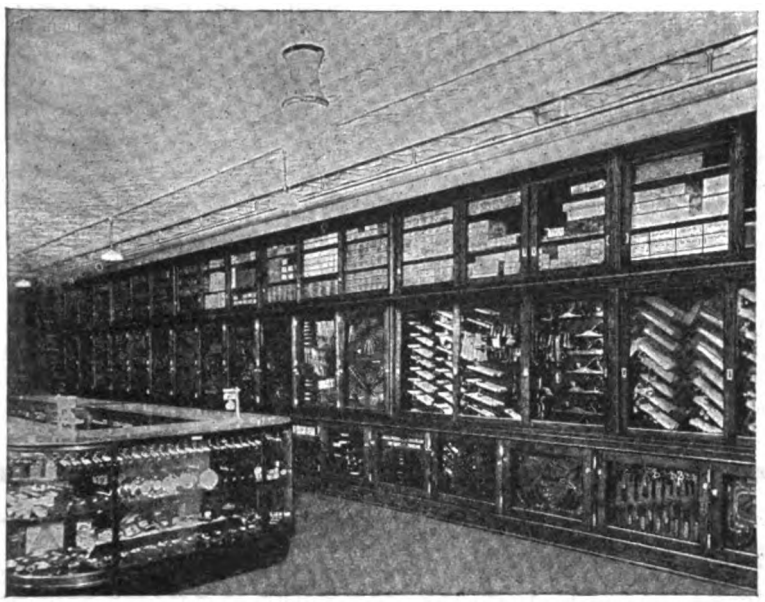
CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.

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Prevent losses
Increase sales

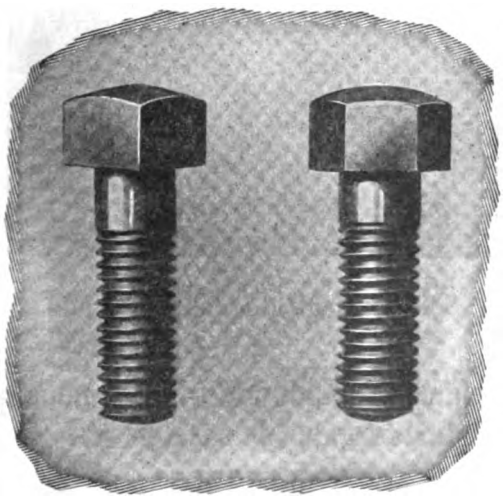
Add new customers
and hold them

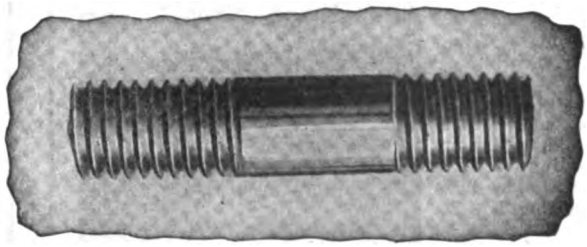
Add prestige to
your store

Catalog No. 26 - H
has just come off
the press

Write for your copy
today

W. C. HELLER & CO. - Montpelier, Ohio





WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, California
Strimple & Cox, L. C. Smith Building, Seattle, Washington.
Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Building, Denver, Colorado
Strimple & Cox, Corbett Building, Portland, Oregon

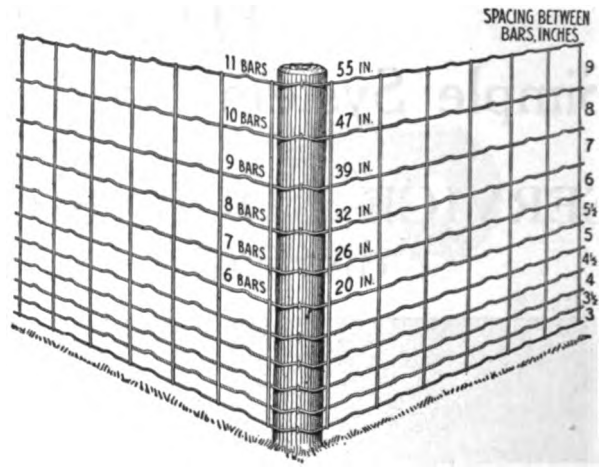
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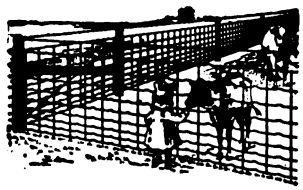
"Pittsburgh Perfect"

Electrically Welded

Farm Fencing

Maximum strength, durability and appearance are combined in this one-piece fence fabric. Electrically welded at every joint, thus eliminating wraps, twists and ties that add weight and hold moisture. Made exclusively of our own Open Hearth steel, heavily galvanized. A perfected fencing; **every rod guaranteed.** Designs and heights to meet every need. Write for Catalogue.





Pittsburgh Steel Company

GENERAL OFFICES: PITTSBURGH, PA.

Pacific Coast Office
359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing

Dunham, Carrigan & Hayden Co. San Francisco, Cal. Northern California and Nevada

Whiton Hardware Company Seattle, Wash. Washington and Oregon

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it

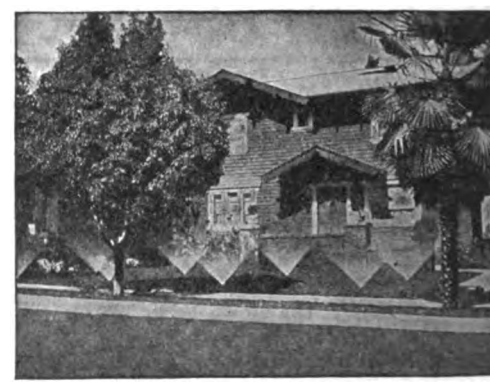


SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
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Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U. S. A.

Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company

East Eighth and Santa Fe Ave.

LOS ANGELES

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"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

That quality in screen cloth is being recognized more than ever is further shown by our greatly increased sales of AMERICAN BRONZE. Are you overlooking opportunities for Bronze sales? Avoid copper substitutes, as these are entirely too soft and are not so durable.

ORDER THROUGH YOUR JOBBER

We also manufacture "AMERICAN BRAND" Kopnik, Monel, Copper—Painted and Galvanized and special grades to order.

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES: Chicago, Illinois. Mt. Wolf, Pa.

Representatives:

EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

See the "NEW DUMACO"

HOSE NOZZLE



Before Placing Your Order for Next Season

You can sell more garden hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

—and WHY? Listen:

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially **improved packing** that makes leakage absolutely impossible.

In operation it is simplicity itself. One turn, and you have a straight flow; another, and there is a fine spray; a third, and the water is shut off—instantly. The stream is longer and the spray finer than in any other nozzle sold.

Each NOZZLE is factory-tested and fully guaranteed.

In price, it is right, and the most profitable for you to handle. We sell it much lower than any other is offered.

ORDER FROM YOUR JOBBER OR WRITE US DIRECT

The Durst Manufacturing Co., *Inc.*

San Francisco 109 New Montgomery · **Philadelphia** 19 South Seventh St. · **New York** 119 Chambers St. · **Seattle** L. C. Smith Bldg. · **Los Angeles** 201 Douglas Bldg.

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Have You Ordered
CROWN TREE HOLDERS?



Sizes:
2 in. and 3 in.

THE DEMAND IS GREATER NOW THAN EVER

It's the only Tree Holder that has stood the test of practical use for more than 30 years.

Graceful --- Attractive --- Substantial

Quickly adjusted. Prevents accidents, and with ordinary care lasts a lifetime.

You will appreciate the value of a good Tree Holder if you ever tried to arrange boxes or other flimsy appliances for holding Christmas Trees. The Crown will firmly clamp and hold any size tree that can be put into it. Turning down the ring nut releases the clamps, the tree is then set into the Holder and the ring nut turned upward tightening the clamps. As the tree dries out the clamps may be retightened. It is fastened to the floor with screws or tacks.

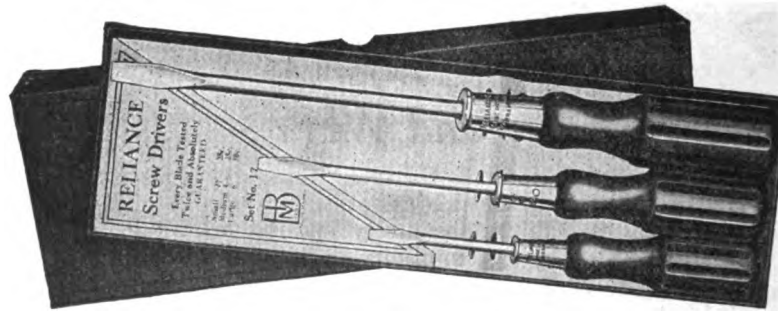
ORDER NOW—DON'T GET CAUGHT

NORTH BROS. MFG. CO., Philadelphia, Pa.

BRIDGEPORT HARDWARE MFG. CORP.
BRIDGEPORT, CONN.

RELIANCE SCREW DRIVER SET

Three in Box



Retails at $1.00

A Small Driver, 2½ inches, for Little Screws

A Medium Driver, 4 inches, for Ordinary Work

A Large Driver, 6 inches, for Big Jobs

BLADES ARE GUARANTEED NOT TO BEND OR BREAK AT THE POINT, NOR TURN IN THE HANDLE

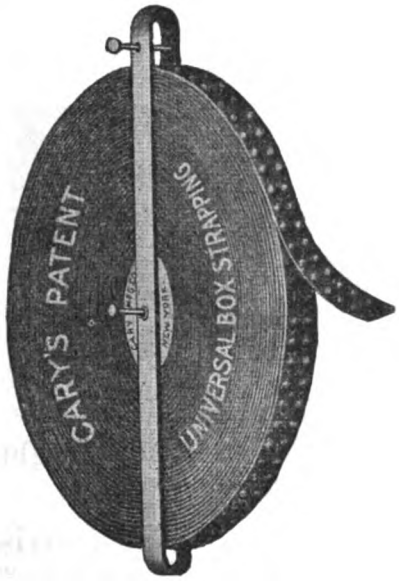
PLACE YOUR ORDER NOW FOR YOUR HOLIDAY TRADE

C. W. GAUSE CO.,
Western Sales Agents,
693 Mission St., San Francisco, Cal.

J. C. McCARTY & CO.,
Eastern Sales Agents,
29 Murray St., New York City

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"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners



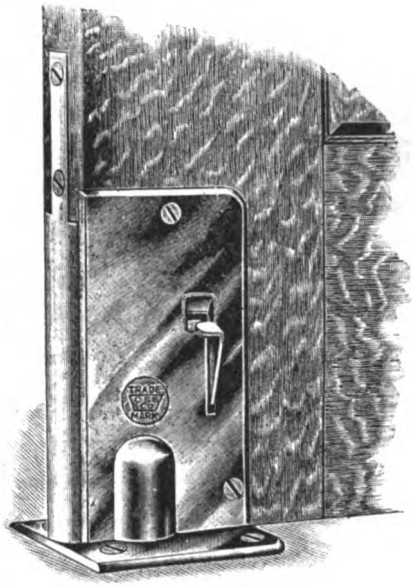
Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.
BROOKLYN - - - NEW YORK

TRADE **CHICAGO** MARK

Spring Hinges

The "Relax"



One EXCLUSIVE FEATURE of this "Relax" Spring Hinge is the spring action release, allowing door to be placed open at any desired position, automatically re-engaging when the door is closed.

The Building Trade nine times out of ten specifies Chicago Spring Hinges. Therefore the wise dealer **always** stocks Chicago Spring Hinges because they are Trade Building.

You owe it to your customers to carry the best — the hinges endorsed from one end of the country to the other.

Chicago Spring Hinges never disappoint. Their **Durability, Economy** and **Appearance** are backed by our institution.

Send for Catalogue W 36

Chicago Spring Butt Company
CHICAGO NEW YORK

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The Popular "Nox-all Line"
OF GRASS CATCHERS
NOW READY FOR 1923 SEASON

Catalog and Price List on Request — Sold Through Jobbers Only



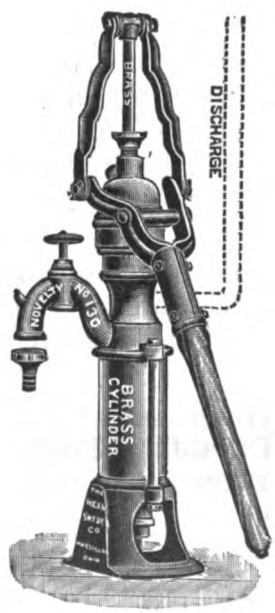
Three of Our Popular Numbers
"Popular" Because Made Right—Packed Right—Priced Right
This Popular Line Will Pay You Big Returns

TEXTILE PRODUCTS MFG. CO. - St. Louis, Mo.

Western Representative: J. G. JEFFRIES,
206 South Spring St., Los Angeles, Cal.

Eastern Representative: CHAS. H. SWIGGETT,
141 East 44th St., New York City

GET IN A SUPPLY OF
NOVELTY FORCE PUMPS
And treat your customers to the best.



(No. 130)

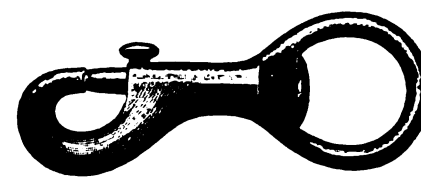
We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS.** Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

SNAPS
FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1½ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

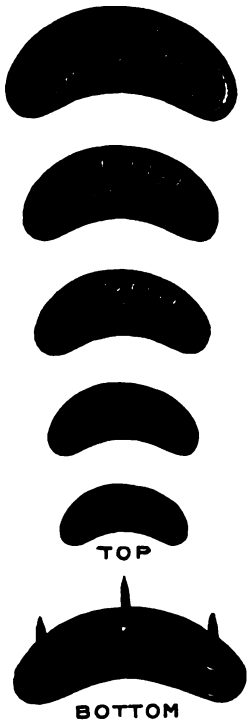
COVERT MFG. CO.
TROY, N. Y.

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UNBREAKABLE
Empire Heel Plates

Toughest heel plate on the market. You may twist, pound, or batter as you will, but the Empire comes out of it without injury. The Empire never breaks, but wears and wears.

Stock the Empire and give your trade the best material, the longest service, and the most appropriate design.

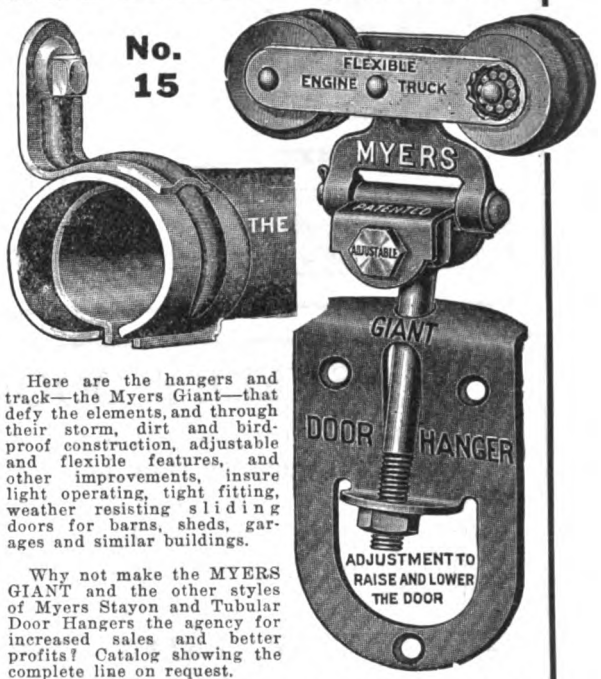


THE FATE-ROOT-HEATH CO.
Plymouth, Ohio

New York Office, 90-92 W. Broadway, D. N. WINNER, Mgr.

Western Representatives:
H. D. TYLER & CO.,
512 Pacific Building, San Francisco, Cal.
Fifth Floor, Higgins Building, Los Angeles, Cal.
1022-23 Alaska Building, Seattle, Wash.
412 Boston Building, Denver, Colo.

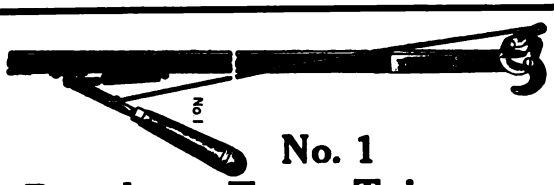
MYERS GIANT



Here are the hangers and track—the Myers Giant—that defy the elements, and through their storm, dirt and bird-proof construction, adjustable and flexible features, and other improvements, insure light operating, tight fitting, weather resisting sliding doors for barns, sheds, garages and similar buildings.

Why not make the MYERS GIANT and the other styles of Myers Stayon and Tubular Door Hangers the agency for increased sales and better profits? Catalog showing the complete line on request.

The F. E. MYERS & BRO. CO., Ashland, Ohio
Ashland Pump and Hay Tool Works



No. 1
Bartlett Tree Trimmer

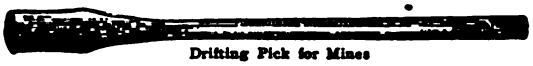
Built with compound lever head. Hook and side lever construction heavy enough to cut limbs up to 1¼-inch diameter.

Improved position of the handle lever.

Your customers will be impressed with the quality and strength of this Tree Trimmer.

Prices on request.

BARTLETT MFG. CO., 36 Lafayette Ave., E., Detroit, Mich.



Drifting Pick for Mines

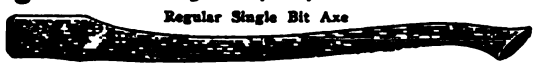
NORTHERN HANDLE CO.

Manufacturers of
"POINTER BRAND"
Guaranteed Best Quality
HANDLES

Axe, pick, hammer, hatchet, Cant Hooks, Peavey and Pickaroon Handles

Price List upon Request

MacMaster's Hammer — **NORTHERN HANDLE CO.** — Blacksmith's Hammer
Bowling Green, Mo., U. S. A.



Regular Single Bit Axe

Norcross



Garden Cultivators

LUTHER BURBANK pronounces the Norcross a wonderful implement, using a dozen or more of them on his own estate, and says: "They are the Best of their kind."

Selling a Norcross is selling Quality, Service and Satisfaction to a customer at a moderate cost and an attractive profit. Three sizes, all strongly made and handsomely finished. Order through your jobber and be sure you get the Genuine Norcross.

C. S. Norcross & Sons
MANUFACTURERS
Bushnell, Ill., U. S. A.

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Mr. Jobber: GUARANTEED EMPIRE COBBLER

is packed with lasts and stands made from a special metal of highest quality and superior quality tools, enabling us to GUARANTEE and place on the market a set better than has ever before been sold. Write for latest catalog, No. 15, illustrating and describing this set more fully and let us tell you why it will pay you to stock our line.

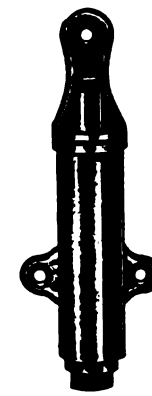
STAR HEEL PLATE COMPANY, 357-391 Wilson Ave., Newark, N.J., U.S.A.

LOUIS SACKS, INC.

Nevada and Utah Representatives:
E. C. Coffin Company, 424 Ness Building, Salt Lake City, Utah
Pacific Coast Representatives:
Mr. J. J. Wirtner, 2d and Mission Sts., Room 511 Wells Fargo Bldg., San Francisco, Cal.

SHELBY DOOR HOLDERS

Have taken the place of the old style wooden wedge for holding a door open **because** they hold it securely, are always in place, their rubber tips will not mar your floor, and they are easily released with the foot. Made in two sizes for heavy and light doors and finished to match all Builders' Hardware. Be sure to specify "the Shelby."



MADE BY

THE SHELBY SPRING HINGE CO. . . . Shelby, Ohio

PACIFIC COAST REPRESENTATIVES

POND HARDWARE CO., Los Angeles, Cal. | **D. L. HERMAN,** Seattle, Wash. | **TAYLOR & YOUNGS,** Denver, Colo.



BURNT IVORY BRAND SECOND GROWTH HICKORY

Axe, Pick, Sledge, Hatchet, Hammer and all Mining Tool Handles. Known everywhere as the Best.

IVORY HANDLE COMPANY . Hope, Arkansas

TATTOO EAR MARKERS FOR LIVE STOCK



Three-Letter Marker

The Only Permanent and Reliable Means for Live Stock Identification. For Hogs, Sheep, Cattle and Horses

GOOD DISCOUNTS—GOOD SELLER—REPEATS

SEND FOR OUR DEALER PROPOSITION

F. S. BURCH & CO., 152-154 W. Huron Street, CHICAGO, ILL.



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

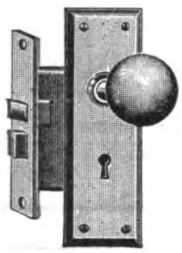


PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver

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Lockwood Hardware.



Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

LOCKWOOD MANUFACTURING CO.

Manufacturers of

BUILDERS' HARDWARE

SOUTH NORWALK, CONN., U. S. A.

JOSEPH T. POLITEO, 183 Stevenson St., San Francisco, Western Representative.

A Bond of Security

Is Assured in Locks of Our Make, Not Usually Found in Other Locks of Similar Appearance — and Costs No More

No. 180 Polished Cast Brass



No. 147 Heavy Pressed Steel

An Original Design Selected From Our Comprehensive Line of Rapid Sellers

FINISH ADMITTEDLY UNEXCELLED

Manufactured Only By

FRAIM-SLAYMAKER HARDWARE CO., Inc.

LANCASTER, PA. - - U. S. A.

Western Representatives: H. D. TYLER & CO., 512 Pacific Building, San Francisco, Cal. Fifth Floor, Higgins Building, Los Angeles, Cal. 1022-23 Alaska Building, Seattle, Wash. 412 Boston Building, Denver, Colo.

ASSORTMENT No. 1

COMPOSED OF TWENTY-TWO OF THE BEST SELLERS IN OUR LINE

Why You Should Buy It

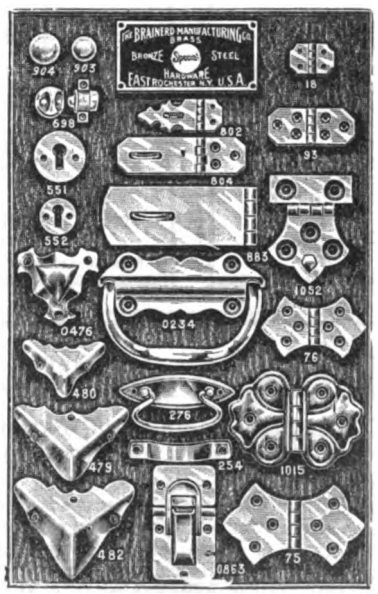
YOU GET A GOOD ASSORTMENT OF OUR BEST SELLERS

YOUR INVESTMENT IS LOW

YOU RECEIVE A FINE DISPLAY BOARD WITH MOUNTED SAMPLES WHICH HELPS SELL THE GOODS

ONE DOZEN OF EACH ARTICLE IN A BOX—TWENTY-TWO DOZEN IN ALL—PACKED WITH DISPLAY BOARD IN A CARTON WEIGHING 16 POUNDS

A LIST SHOWING SUGGESTED RETAIL SELLING PRICES IS PASTED ON THE BACK OF EACH BOARD



Full size of Display Board is 12"x7½"

This Is a Real Assortment

The Price is $17.00

ORDER ONE FROM YOUR JOBBER OR DIRECT

THE BRAINERD MFG. CO., EAST ROCHESTER, N. Y.

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MAYDOLE HAMMERS

THE WORLD'S STANDARD

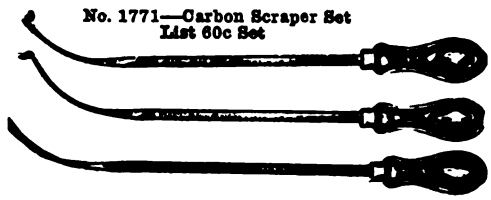
Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect



The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.

BUFFUM TOOL CO.
LOUISIANA, MO.

No. 1771—Carbon Scraper Set
List 60c Set





No. 1750—Straight . . . . . List $4.00 Set
No. 1751—Hollow . . . . . List $6.00 Set



Three-Cornered Bearing Scraper
No. 1754—3½ in. . . . . List $3.00 Dozen

C. W. GAUSE CO., Agents
693 Mission Street, San Francisco, California



No. 101 Surface Adjustable

RED RIB

Strongest trolley made. Easy running. Tandem wheels, roller bearing, hinged and flexible.
The track will not spread because of solid double-grooved wheels and arched treads. Sheds water. Bird proof.

Capacity:
- No. 100 A for doors up to 300 lbs.
- No. 100 B for doors up to 400 lbs.
- No. 101 A for doors up to 300 lbs.
- No. 101 B for doors up to 500 lbs.

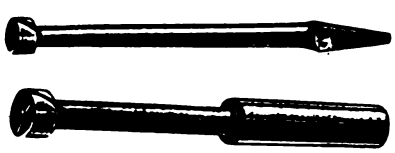
NOTE: The wheels run on the arched treads; adds strength, reduces friction. There is a strong guarantee back of Red Rib.

THE TOPPING MFG. CO., Ashland, Ohio, U. S. A.
For 18 Years Safety Door Hanger Co.
Represented by W. R. Voorhees & Co., The Call Bldg. San Francisco

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.
Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

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S. A. E. Standard Nuts Milled From Bar Stock

¼" to 1" in Cartons



Western Screw Products Co.
ST. LOUIS, MISSOURI



Represented by
LOUIS J. ZIESEL CO.,
216 Market Street, San Francisco, Cal.

SCREW MACHINE PRODUCTS TO BLUE PRINT OR SAMPLE

Chisels and Punches

MADE TO SELL AND SATISFY



The usual "HARGRAVE QUALITY"; Character Tools that sell well and at fair prices. Investigate the co-operation and service we are furnishing the Jobber with our tools.

Cold, Cape, Diamond Point, Rd. Nose Chisels. Solid, Center Pin and Prick Punches.

Our new catalog shows a complete line of these and a hundred other Quality Tools for which you would have a ready market.

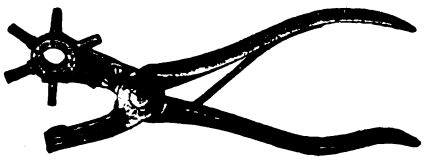
THE CINCINNATI TOOL CO.
Montgomery and Waverly Ave., Cincinnati, Ohio
CARLSON & FRAHM, Pacific Coast Representatives
268 Market Street, San Francisco
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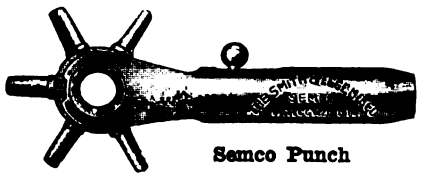
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Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

This machine is made of malleable iron and steel and will not break if abused.

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Manufacturers of
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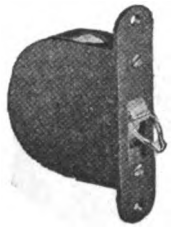


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34 years of service PROVES their superiority. They counterbalance sashes perfectly. Cheapest method for modernizing old windows.

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SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

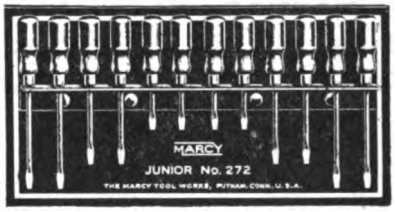
Sash Cord — Shade Cord
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Junior Screwdrivers
No. 272



MR. DEALER —

Show up a card of our No. 272 drivers along-side any others at the price and let your customers decide for you which is the quickest profit making item.

Your only loss is in NOT having them.

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Only Wrought iron anvil body

SPECIAL TEMPER OF EDGES PREVENTS CHIPPING AND SPLINTERING

Regular Blacksmiths' or Farriers' Clip Horn Types

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King Socket Wrenches

For Every Nut

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In The Handy Steel Box

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HACK SAWS



BAND SAWS



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CONTINENTAL WOOD SCREW CO.
INCORPORATED 1904
SPECIAL SCREWS AND UPSET WORK
IRON, BRASS
BLUED AND NICKELED SCREWS
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with the LOCKED HANDLE

The patent wedge does it!

Only on Uncle Sam Hammers, and remember each hammer carries the Underwriters' Laboratories label. Here are two big selling points that will help give you the "cream of the hammer business" in your community.

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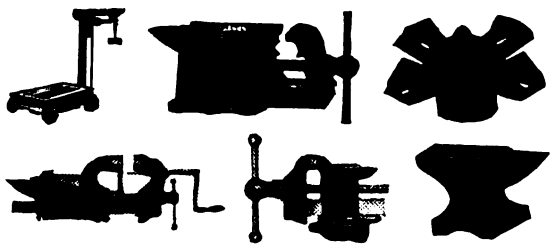
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necessary for the Acme Pattern Works to organize a new corporation to handle the Tool Manufacturing which will be known as the Acme Tool Co.

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SWEDISH TOOLS are noted for their durability





"BANKO" SCYTHES are the best Swedish scythes made. They are made of three steel layers, two soft and one hard, which have been forged and drawn out by hammering. They are warranted to hold their cutting edge and are perfectly balanced. Cutting edge is polished, all other parts forged black finish and oiled. Will fit any American Snath.

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A BETTER TOOL MAKES A BETTER MECHANIC. SSA pliers represent the highest possible quality and may—for strength, durability and elegant finish—be considered in a class by themselves. Model pictured is No. 25 combination pliers, extra strongly made with riveted joints. Comes with metal or rubber insulated handles.

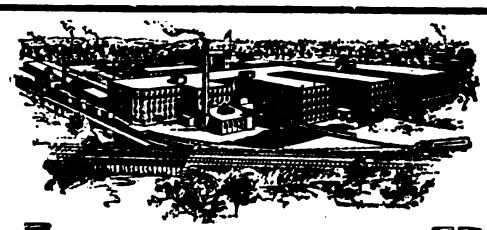
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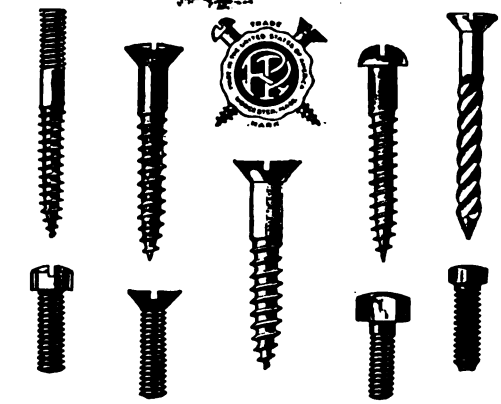
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WESTERN IMPORTING COMPANY

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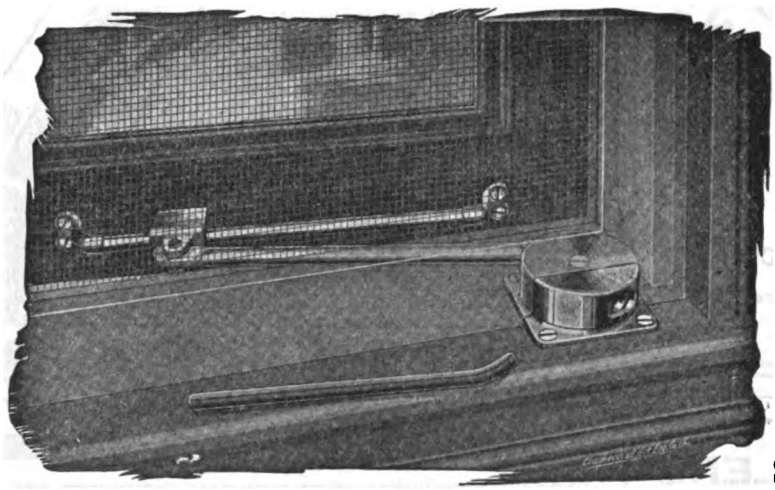
WOOD SCREWS

MACHINE SCREWS STOVE BOLTS
SET SCREWS CAP SCREWS
RIVETS SURRS BOLTS NUTS

REED & PRINCE MFG. CO.

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BRANCH, 121 NORTH JEFFERSON STREET, CHICAGO, ILL.





Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

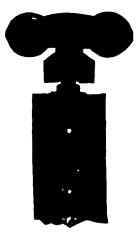
Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

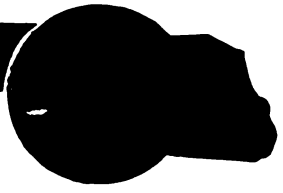
Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.

550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

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WASHERS



Standard Pattern
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Spool Washers

Malleable Iron Tamping D's
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BOMMER

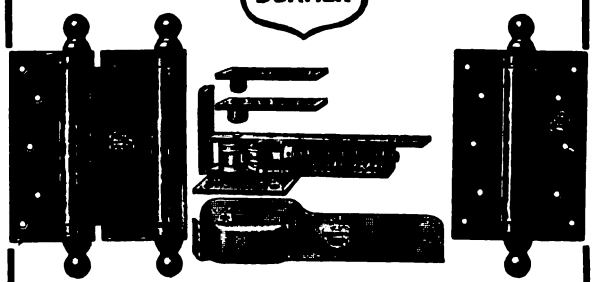
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Spring Hinges

It arouses the sense of "Quality" in every expert hardwareman

Established 1876

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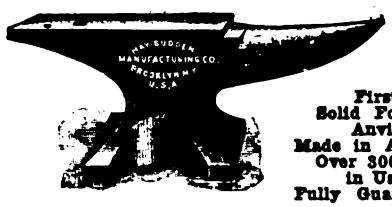


Bommer Spring Hinge Company

Manufacturers - - - BROOKLYN, N. Y.

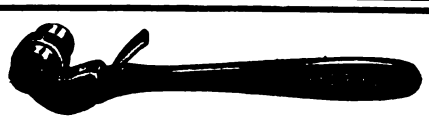
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First Solid Forged Anvil Made in America Over 300,000 in Use Fully Guaranteed

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Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 553 Hollywood Av., Salt Lake City
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PEERLESS STRAP WRENCHES

Will not crush the thinnest tubes, and they cannot slip when properly adjusted. Double woven linen strap is the strongest and most durable made. Patented cam locks the strap securely in any position. Wrench is drop-forged steel. The ideal wrench for polished pipe.

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180 N. Market Street Chicago, Ill.

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SILVER LAKE SASH CORD

NET WEIGHTS FULL LENGTHS

Silver Lake Co. - Newtonville, Mass.

TACKS SMALL CUT NAILS

Cobblers' Nails, Glazier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient and comprehensive

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Successors to Shelton Co.
Shelton, Conn. New York Office, 96 Warren St.

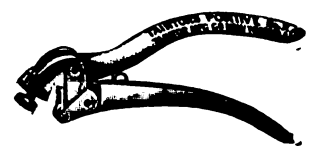


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Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

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TAINTOR POSITIVE SAW SETS

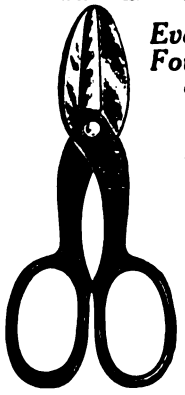


Have Set the Saws and have Set the Pace for over a Quarter Century. Send for Booklet: "Care of Saws."

Taintor Mfg. Co.
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TRADE MARK **Red Devil Tools**



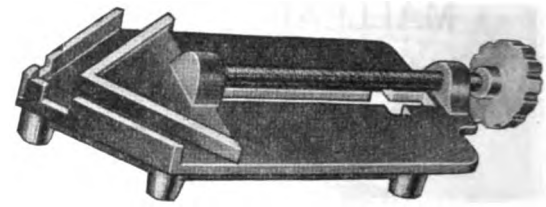
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The "Red Devil" Line comprises practically every popular selling type of snip—straight cutting, circular cutting, combination, dental, electricians' and auto snips. A profitable line.

Send for literature and trade prices —no obligation

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Mfrs of "Red Devil" Tools
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Western Representative:
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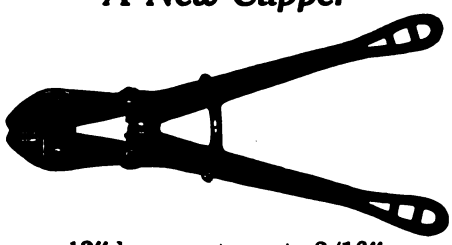
Reeves Mitre Clamps

for every need. In use by U. S. Government Builders, Manual Training Schools and Woodworkers. Send for circulars and prices. If your jobber cannot supply you, order direct.

THE REEVES HARDWARE MFG. CO.
14 North Desplaines Street, - - Chicago, Illinois

PORTER'S
New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to 3/16".

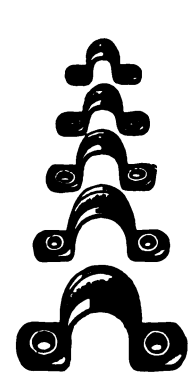
The low price will sell it over the counter.
No tool kit complete without it.

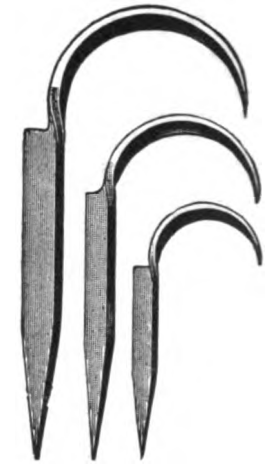
Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:
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Gas Pipe Straps, Soil Pipe Hooks, Gas Pipe and Plumbers' Hooks



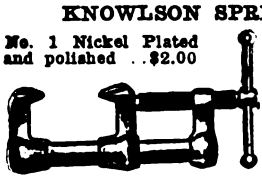


ASK FOR
CATALOG No. 9
AND PRICES

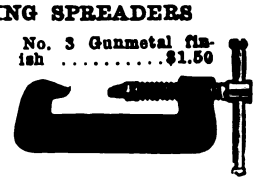
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THE PACKHAM
Stove Pipe Crimper and Beader

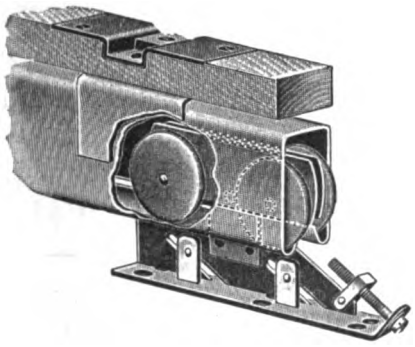
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MECHANICSBURG, OHIO

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Parlor Door Hangers and Track



With bicycle quality ball-bearings and patented side adjustment of track (readily accessible after it is hung) makes it impossible for door to scrape or bind.

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RIVER STREET - POUGHKEEPSIE, N. Y.

Link up your name with that of the ~
RELIABLE
Standard
BLUE FLAME
Wickless
Oil Heated Colony Hover



IT IS comparatively easy to produce baby chicks. It is quite another matter to raise them successfully. Various devices have been used with more or less satisfaction. The best method yet discovered is found in our 1922 Model Blue Flame Hovers. In them we have attained the highest degree of perfection in chick brooding. Whether you are a city back-lotter, a poultry farmer or a fancier, you will find this system by far the safest and best.

Successful Poultry Raising Depends So Much Upon Successful Brooding

Burns ordinary kerosene or coal oil with a clear, even blue flame. No soot; no fumes; no odor; no wicks to trim; no smoke. Every burner is adjusted at the factory to the maximum flame. It is impossible to overflow. Produces a well controlled heat, sufficient for any purpose. Easily adjusted; automatically regulated. Made in various sizes. Provides pure warm air and plenty of it. Saves fuel; saves labor. Saves its cost every season in preventing chick losses.

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All Reliable Incubators, Brooders, Hovers, Poultry Appliances and Fixtures are backed by our positive money-back guarantee. 41 years at it.
Write for Dealer Terms & Prices



RELIABLE INCUBATOR & BROODER CO
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Reliable because right.
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The DUMBWAITERS and ELEVATORS

MANUFACTURED BY

The Storm Manufacturing Co.,
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ARE DESIGNED TO BE HANDLED BY HARDWARE STORES

Write for Bulletin No. 4-U — 23-A



E-Z Dandelion and Weed Root Puller

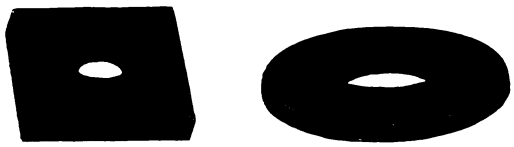
JOBBERS AND DEALERS GET BUSY!

A wonderful tool and an unlimited demand. No lawn owner will be without. No other tool on the market will pull a root. "E-Z Dandelion and Weed Root Puller" jaws close up and get the whole root.

Hang sample with root in display window —it will sell

WESTERN BRASS MFG. WORKS
2007 Marshall Blvd., Chicago, Ill.

There is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Felloe Plates**
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PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
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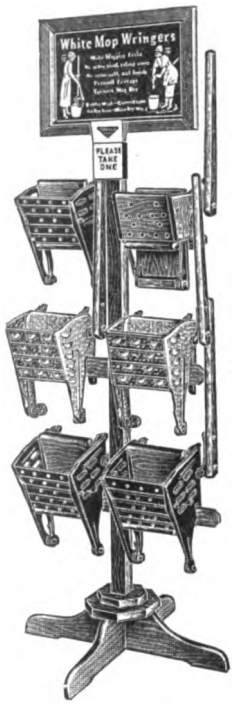
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HUGHSON & MERTON, Inc.
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THIS DISPLAY RACK

Sells White Mop Wringers

Get One Free



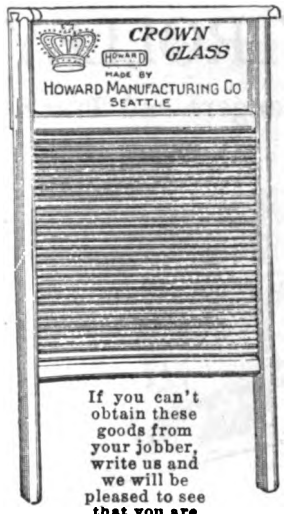
Here is a new salesman for you, substantially made of oak, beautifully finished, convenient to use for demonstrating, has handsome display card printed in colors and a rack for holding advertising folders which we furnish.

It takes but little floor space and will add to the appearance of your store as well as save time in showing and selling wringers.

Your White Mop Wringers displayed like this are sure to become one of your best selling and most profitable items.

Write for illustrated folder No. 5 on White Mop Wringers and we'll tell you how to get this salesman FREE.

White Mop Wringer Co.
Fultonville, N. Y.



If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied

HOWARD Woodenware

Made of Select Sitka Spruce

Ironing Boards
Pastry Boards

Clothes Driers
Step Ladders

a Complete Line of

Washboards

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

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Representatives,
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TRINER Slanting Dial FAMILY SCALES



No. 24, Steel Platform
No. 25, Tile Platform
No. T-25, Polished Tin Scoop, With Steel Forks
No. T-26, Steel Platform and Polished Tin Scoop

The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high, 6 in. wide, 7¾ in. deep. Dial 6 in. in diameter.

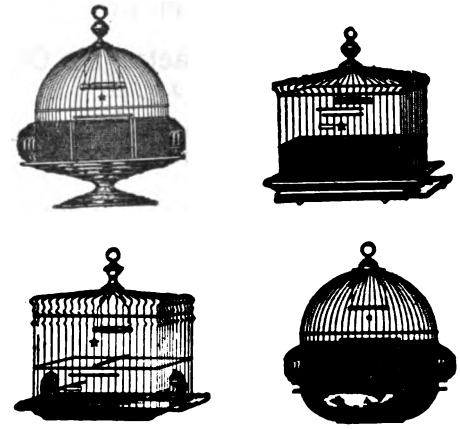
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O. LINDEMANN & CO.

35-37 Wooster St., New York Established 1863



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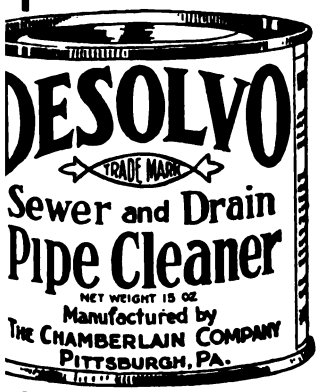
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A. L. Conger, 703 Market Street, San Francisco, Cal.
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NEEDS THESE TWO HOME CLEANERS



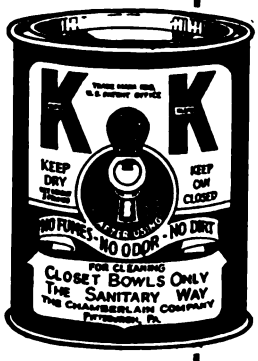
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K-K for removing stains from closet bowls, and Desolvo for clearing clogged drain pipes.

Every housewife willingly buys these two aids to cleanliness, realizing that it is cheaper and easier to use Desolvo and K-K once or twice a week than to foot the expense of a doctor bill.

Desolvo dissolves or decomposes all refuse or waste that may stop up the drain, through the agency of chemical heat, entirely harmless to the pipe.

Sell these two home needs for rapid turnovers and good profit.



ORDER FROM YOUR JOBBER — BE SURE TO SPECIFY DESOLVO AND K-K

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Canadian Distributors
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Anchor Brand Clothes Wringers

ANCHOR BRAND TRADE MARK

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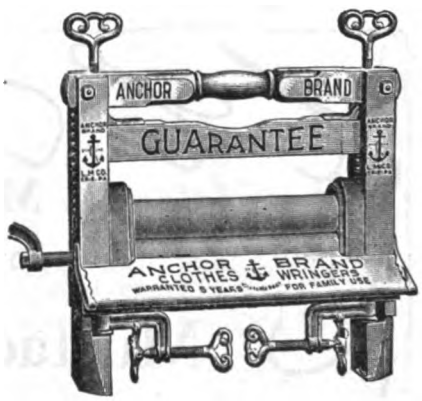
EFFECTIVE AUGUST 21, 1922

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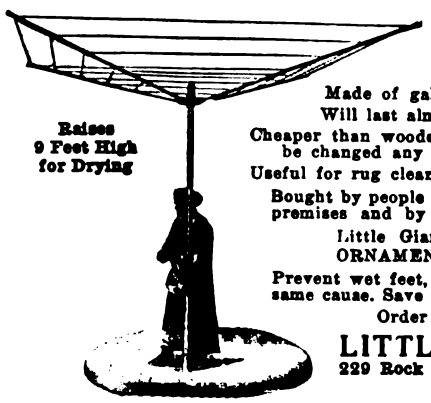
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Crops are bountiful. Business is good. Country is prosperous. We suggest you order a liberal quantity.

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Largest Manufacturers of Clothes Wringers in the World



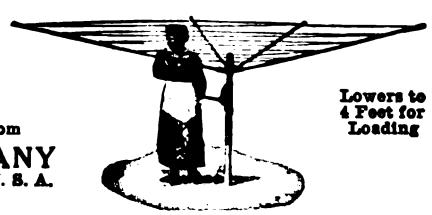
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Raises 9 Feet High for Drying

Guaranteed FOREVER against defective material and workmanship.
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Will last almost indefinitely and is unlike anything else made for the same purpose.
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Useful for rug cleaning, airing clothing, etc. One erected in any neighborhood sells many more.
Bought by people who take pride in their home premises and by men who love their wives.
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Prevent wet feet, colds and other illness from same cause. Save doctor bills and lighten work.
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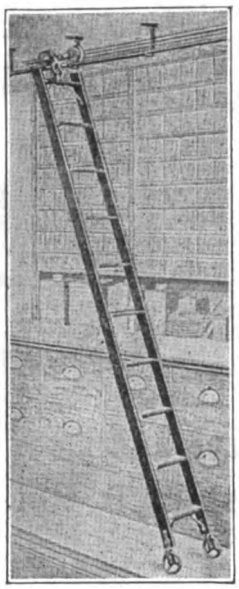
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TRADE MARK REG. U.S. PAT. OFF.

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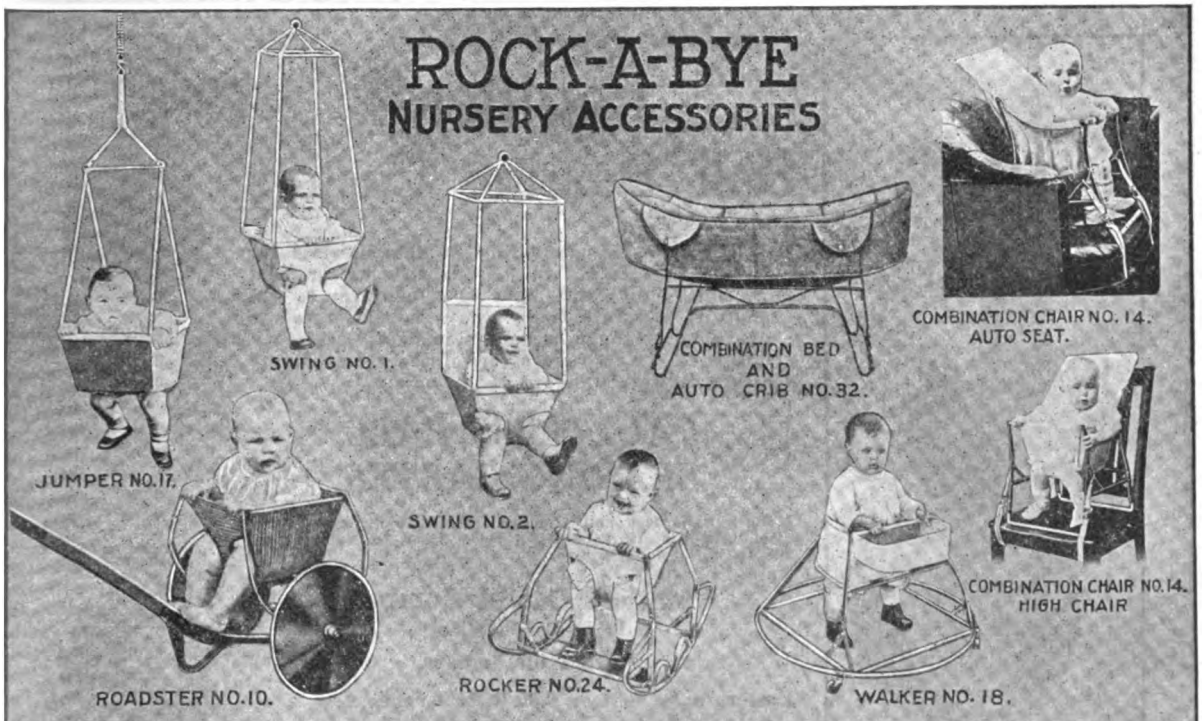


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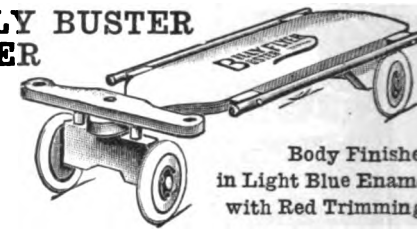
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PACKED 2 IN SHIPPING CASE; WEIGHT 20 LBS.

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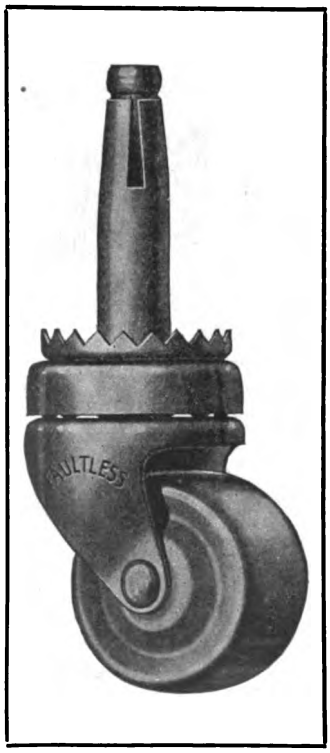
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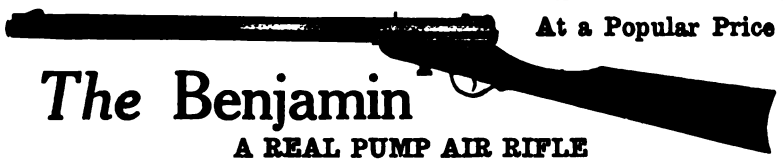
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Wherever color is a factor — in manufacturing or for purposes of display, Hygrade Daylight Lamps will be found of value.

Hygrade Daylight Lamps are gas-filled lamps in a blue glass bulb, the light from which will ordinarily make colors appear as in daylight.

They can be used to advantage in show windows; by mills making colored fabrics, by printers and lithographers; in department stores and clothing stores; by color manufacturers.

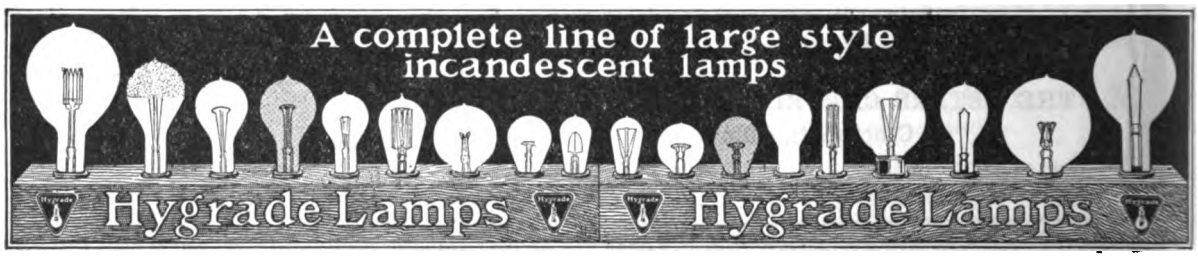
In artists' studios and amusement parks; by rug dealers, auto painters and hosiery manufacturers; in dressmaking establishments and millinery stores; by florists, fur dealers, paint dealers, upholsterers, etc.

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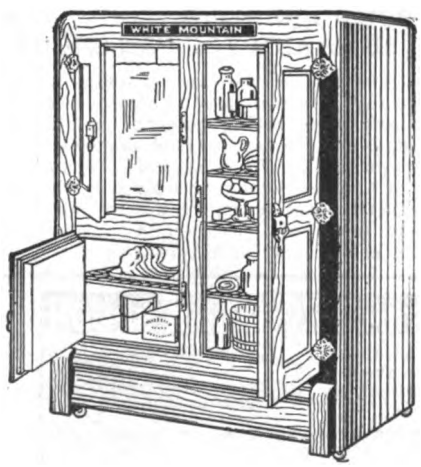
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"WHITE MOUNTAIN" refrigerators have patented features and points of excellence which no other refrigerator possesses.

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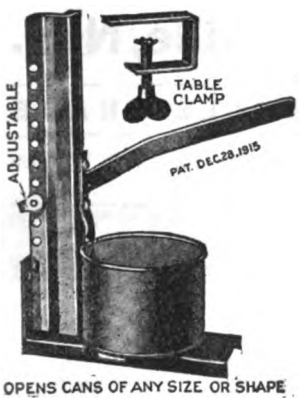


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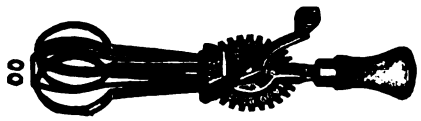
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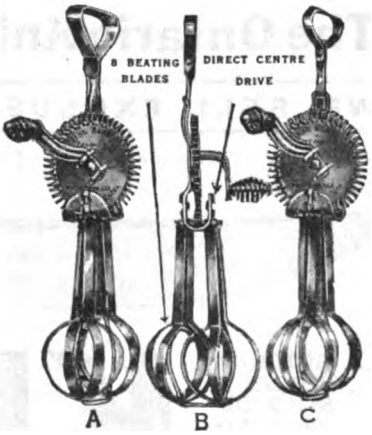
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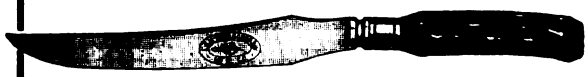
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No 2 H 30 S 08

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Made by Sabatier Pere & Fils—France
Avoid Imitations — Buy the Best

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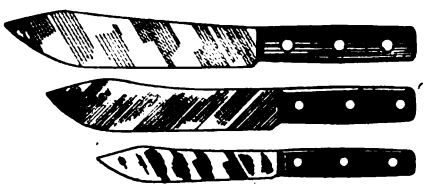


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Clean Cut, Safe and Sanitary Edges

WORKS SO EASY A CHILD CAN USE IT

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MR. DEALER: There is a jobber distributing NITROGON lamps in every principal city.

NITROGON ELECTRIC CO., Factory, Newark, N. J.

LLOYD SALES AGENCY, Furniture Exchange Building, San Francisco, Pacific Coast Sales Representatives

Electric Appliance Company

807-809 Mission St., San Francisco

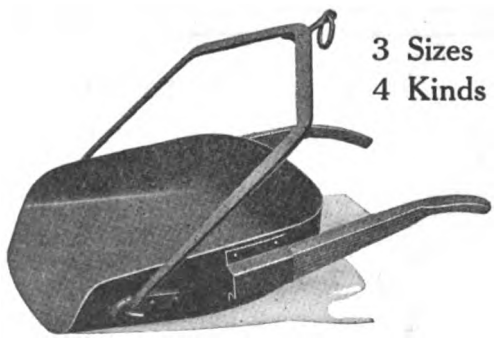
JOBBERS OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

Electric Ranges	Washing Machines
Suction Cleaners	Ironing Machines
Fan Motors	Heating Devices
Wiring Materials	Auto Accessories

Tires—Tubes—Ford Parts

Genuine Crank Shaft and Connecting Rod Bearings, Etc.

ALSO TRUCKS BARROWS ETC.



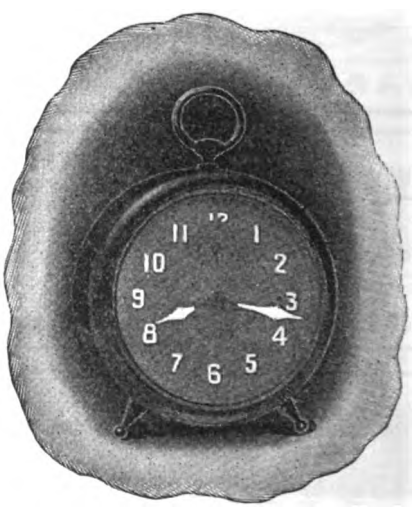
3 Sizes
4 Kinds

LANSING COMPANY

San Francisco, California

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches.

Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, - San Francisco, California

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STIMPSON
HARDWARE SCALE



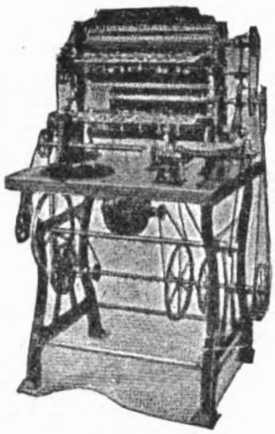
—merely place goods on platform and correct weight and value are given instantly — automatically.

Both wire rack extensions fold back into base when not in use, without adjustment of balance

Write for full particulars

Stimpson Computing Scale Co.
INCORPORATED
LOUISVILLE - - KENTUCKY

It's Walking in Front of You— Beside You—Behind You—*Money*



At 25c per dozen it would cost **Five Millions Nine Hundred and Forty-four Thousand Nine Hundred and Eighty-two Dollars and Fifty Cents** to resharpen the safety razor blades made and sold by the Gillette Co. during the year 1921 alone, and then think of what a lot the rest of the manufacturers of the world are turning out. Maybe you are a shaver, Mr. Reader—maybe you are a waster. Because you buy a dozen razor blades, shave with them a few times, edge gets dull—then you throw them away. Finest steel on the market and yet you and millions like you spend the money, and because the edge gets dull you throw the blades away. The Hatfield resharpens them like new, because our machines resharpens them the same way they are made, with the rolling and sliding motion.

7 machines **Booklet for the asking.**

HYFIELD MFG. CO.
292 Church St., - - New York City

Profits You Are Overlooking

Unless your razor strop turnover is rapid, you are overlooking profits you might be getting.

RED-E-for-Use Razor Strops

will increase your turnover and pay you 100% profit as well.

RED-E-for-Use Strops differ from ordinary strops in quality, appearance and results. Built from finest horsehide and shell cordovan tanned in our own tannery,—not merely cut from leather. A strop you can guarantee to your customers.

Display Stand Free

Ask about our special 1½ dozen assortment and FREE oak or mahogany finish display stand, as illustrated.



GIBFORD MFG. CO.
610 Payne Avenue - - - Adrian, Mich.

DI-MEL-INE
PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full measure. **RETAILS 20 CENTS** —no larger sizes. Big Value for user; **Big Profit for You.** A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.) **$37.50**
Jobber's Assortment (12 doz.) **15.00**
Open Stock, all colors, per gross **15.00**
2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MAYFLOWER PAINT MFG. CO.
169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

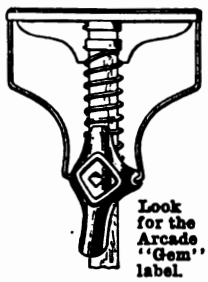
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Facts that every janitor and most women know

Arcade "Gem" Mop Holders are built to take rough treatment; they stand up under the hardest kind of work.

As an example, take the "Gem" No. 0 household mop holder illustrated in this advertisement. This mop holder is constantly in demand. It's the copper-coated steel construction that makes it so desirable.

There's an Arcade "Gem" Mop Holder for every cleaning purpose. All of them, including the extra large Janitor No. 30, are strongly made, perfectly balanced and attractively priced.



Look for the Arcade "Gem" label.

Let us quote you the prices of our line of "Gem" Mop Holders. Ask for Catalog No. 28, too! It illustrates our unusual line of hardware accessories, cast-iron toys and novelties. Write today.

THE GEM LINE
ARCADE
ARCADE MFG. MADE IN U.S.A.

ARCADE MANUFACTURING CO.
FREEPORT, ILL.

Show Them — You Sell Them
Brownee Fruit Press



Long Life
Low Price

Home Press for making Jelly, Jam, Cider, Grape Juice

—

NOW!

HOME FRUIT PRESS MARKET UNTOUCHED

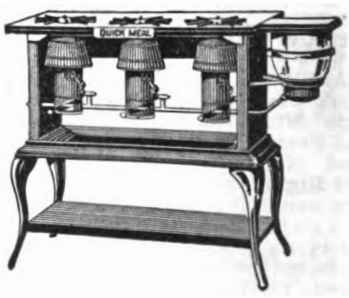
You can cash in on this money-maker

Charles J. Wachter Co.
105 North Second Street - - Philadelphia



Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 130

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.
OF AMERICAN STOVE COMPANY

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of
COAL RANGES

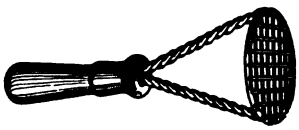
We also carry a large line of
GAS RANGES

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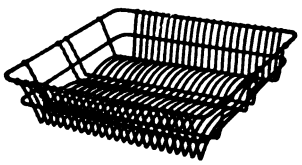
KITCHEN WIRE GOODS

ARE USED IN EVERY HOME

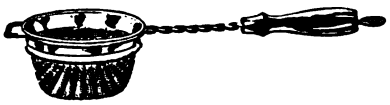
Do You Sell Your Share?

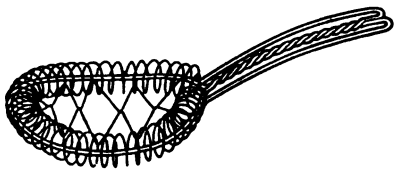


Send for Our Catalog









PACIFIC COAST REPRESENTATIVES:

San Francisco, GEO. H. ECKERT & CO., 109 New Montgomery Street

Seattle, T. D. McLEAN, 2305 L. C. Smith Building

Los Angeles, L. J. VESPER, 201 Douglass Building

UTILITY MANUFACTURING CO.

MAKERS OF

Kitchen Wire Goods

BALTIMORE - - - MARYLAND

AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR

QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. 1921

Queen Quality?

Let Green Brothers Answer



"We have been very much pleased with our sales and with the satisfied customers to whom we have sold the Queen Incubators. As for the Queen for quality we are sure they are unsurpassed." — Green Bros., Lawrence, Kansas.

Thousands of dealers are building profitable incubator departments with Queen Incubators and Brooders.

Write for territory.

QUEEN INCUBATOR COMPANY

LINCOLN, NEBRASKA

Queen Incubators

Digitized by Google

A Dealer Was Surprised

when he was told of the tremendous fire losses that can be traced to the improper disposal of hot ashes. Wooden boxes and barrels were the contributing factors.

A Witt Corrugated Ash Can will cost the consumer less than one-eighth cent per day. Positive fire protection at lowest possible cost

Put the matter squarely before your customers and watch the effect on your sales.

The Yellow Label Means "Quality."

The most durable and dependable can on the market.

Your Jobber can supply you, or — write us

For Sale on the Pacific Coast by

Baker, Hamilton & Pacific Co., San Francisco.
Dohrmann Commercial Co. San Francisco
Dunham, Carrigan & Hayden Co., San Francisco.
Heyman-Weil Co., San Francisco.
Holbrook, Merrill & Stetson, Inc., San Francisco.
Mangrum & Otter, Inc., San Francisco.
Seller Bros. & Co., San Francisco.
Whiton Hardware Co., Seattle, Wash.
J. Bornstein & Sons, Inc. Seattle, Wash.
Schwabacher Hardware Company, Seattle, Wash.
Seattle Hardware Company, Seattle
Thomson-Diggs Co., Sacramento.
M. Seller & Co., Portland, Seattle, Spokane.
Honeyman Hardware Co., Portland.

THE WITT CORNICE CO.
CINCINNATI, - - - - - OHIO



Also makers of the lighter weight Brighten line of Cans and Pails. Write for quotations.

ORDER FROM YOUR NEAREST JOBBER

The OLD RELIABLE Lines of

American Enameled Ware

—

Marble
(Blue and White)

Swedish
(Mottled Veined)

White and White

—

Sold by all the leading house furnishing and hardware houses

—

30 years of unfailing service and satisfaction

—

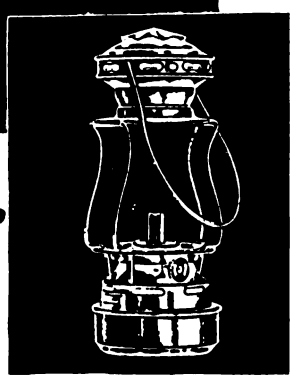
THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio covering 15 acres of floor space

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DIETZ "SCOUT" LANTERN

A Quick Seller to Hikers, Hunters, Trappers and Campers — Old and Young

The "Scout" meets requirements never met before in a Kerosene Lantern. It has opened up a big market among hundreds of thousands of Hunters, Campers and Hikers, who must have an easily carried, dependable light.

Of all lighting devices for use outdoors there are none so reliable as a kerosene lantern.

And no kerosene lantern meets the requirements of light weight, small size and dependability like the "Scout." It is only 7¾ inches high and weighs but one pound, filled with oil. In strength of construction it equals that of a large lantern.

Stock Dietz "Scout" Lanterns! Take advantage of the demand we are creating through our National advertising in Sportsmen's and Juvenile Publications. Your Jobber will fill your order.

R. E. DIETZ COMPANY
NEW YORK
Largest Makers of Lanterns in the World
Founded 1840



Vitrifused
RUST RESISTING FLUES

A Rust Protection Worthy of Monarch Traditions

The makers of Monarch Ranges have always kept faith with Monarch dealers. New features have never been added merely for the sake of novelty.

Years ago it became evident that some provision for protecting ranges from rust damage should be made. Prominent metallurgists were called in consultation to develop a form of protection both effective and practicable. Vitrifused Rust Resisting Flues were the result.

But little was claimed for this innovation until years of practical use had proved their efficiency.

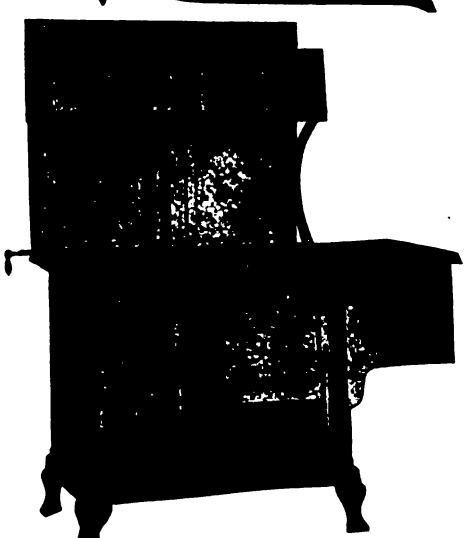
Now you can offer to your trade this feature, which is worthy of the Monarch's reputation for quality and service.

Monarch Dealers! Use the Vitrifused idea in your selling.

Dealers who are not yet of the Monarch family! Your trade deserves that you investigate this "insurance feature" in their behalf. Send for full information about Vitrifused Flue Linings. If you are located in open territory, we can show you how to put new life and profit into your range business.

MALLEABLE IRON RANGE CO.
Also makers of Paramount Gas Coal Combination Ranges
BEAVER DAM, WISCONSIN

Monarch
MALLEABLE



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"It Was New Last Year But It Is the Standard Fire Shovel Now"

The "NEVERBREAK"



The extraordinary merit of the "NEVERBREAK" Fire Shovel made it in one year the recognized leader of all Fire Shovels.

This Solid Forged Steel Shovel quickly convinced the Public that it was a money-saver, and its steadily increasing sale proves that there is always a market for an article that gives complete satisfaction.

Made with Handles 10, 16 and 20 inches long. Blade on all sizes 5½x8 inches.

Every purchaser of a "NEVERBREAK" is a salesman for your Store.

Can be secured at all leading Jobbers, or write us direct for prices.

MADE ONLY BY

THE UNION FORK & HOE CO. - Columbus, Ohio

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel Steel*) *Ware*

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York Chicago Boston San Francisco

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Plaphone—600

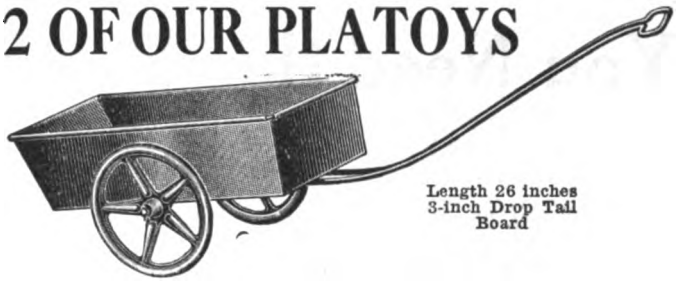
Trade Mark Registered

Ours is THE ORIGINAL Toy Telephone with rotary stroke bell attached to receiver hook

See Our Improved 1922 Model

Handsome enameled colors — Red, White, Blue, Pink, Green, as well as Rubberoid. Bright Green Mercerized Cord. Another added feature: Green Felt under Base.

2 OF OUR PLATOYS



Placart—700

Heavy Steel Wheels with solid turned nickel plated steel hubs. Axle of large diameter. Unbreakable steel handle. Not the cheapest, but best small cart on the market. Finished in bright, attractive colors. Blue body, red wheels, black handle.

—AND REMEMBER

Plaline MEANS MADE Fine

The Gong Bell Mfg. Co.

East Hampton, Conn.

Bell and Toy Makers for Over Fifty Years

We'll be pleased to send Catalog 203 — Tells all about our other Bell Toys and Bells





Constantly Increasing Demand

for Allith-Prouty products is made possible by the confidence and good will of dealers and users everywhere. Allith-Prouty success is built on more than twenty years' production of a uniform, high grade quality of properly designed and extremely well made sliding door hardware.

Garage Door Hardware Catalog No. 91 will help you in your business. Send for it.

ALLITH-PROUTY COMPANY

Manufacturers

DANVILLE - - - - - ILLINOIS

ALLITH-PROUTY

Share These Sure Profits



Just let your customers know you have HERCULES Soot Destroyer, tell them how easy it is to use and how safe and effective its operation—and practically every furnace owner will buy at least one package.

HERCULES Soot Destroyer readily and harmlessly converts every particle of soot and scale in furnace and pipes into a gas which arises and disappears with the smoke. More heat from fuel, less dirt, no work of cleaning pipes. Retails at 25c a package. Pays you $2.50 a case of 24 packages. Turns over fast now. Try a case.

HERCULES PRODUCTS CO., Council Bluffs, Ia.

Eastern Representative,
JNO. H. GRAHAM & CO., 113 Chambers St., New York

HERCULES
Soot Destroyer

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You Need this Bamboo Rake for Fall Trade

At least 50 to 100 of them. Many dealers will sell 500 to 1000 or more.

Only Practical Rake made for Lawns — Never clogs.

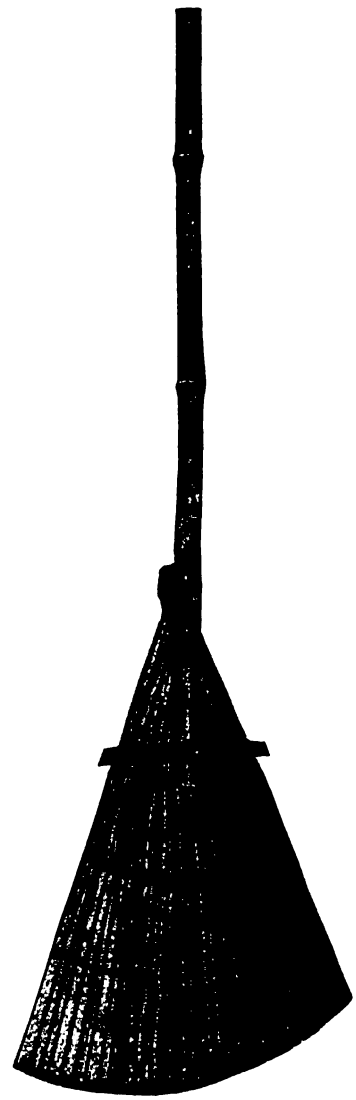
ASK FOR SAMPLE — FREE TO DEALERS AND JOBBERS

Absolutely the Best and Cheapest L a w n Rake made.

Conforms to the unevenness of the ground—Securely made with bolts and well braced.

40,000 Sold every month.

Light, Durable, Easy to Handle. Saves Time and Labor, and a good Profit for the Dealer.



So confident are we that your customer will buy these Bamboo Rakes on sight that we will send a

Sample Free to any Dealer or Jobber.

If your jobber can't supply you, write the Manufacturers Direct.

ADDRESS NEAREST OFFICE

TSUCHIYA TRADING CO.

867 Phelan Building
San Francisco

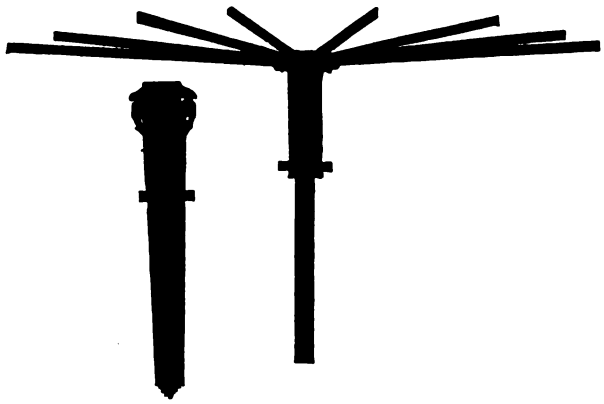
Manufacturers

1220 Boatmen's Bank Bldg.
St. Louis, Mo.

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The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

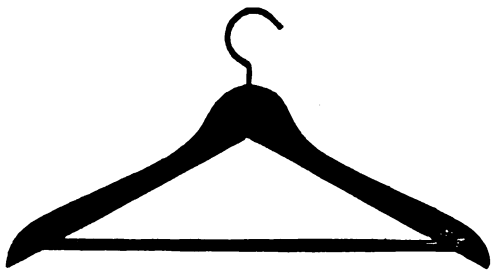
MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

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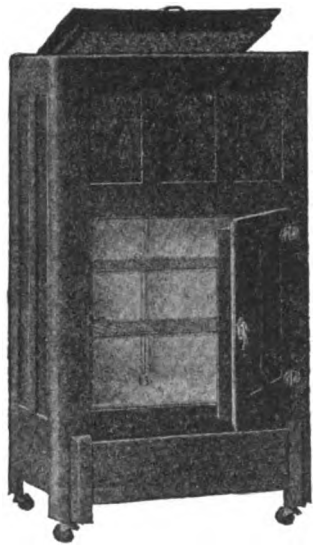
All Sold Out—

IT WOULD be nice, indeed, if you could say "I'm all sold out on refrigerators" just as the season comes to a close, just when you know there wont be any more refrigerators sold this fall, until next spring. But when you must tell that customer along next June or July, when he comes rushing into your store, wiping the perspiration from his eyes, for a refrigerator that your stock of

"Monarch Refrigerators"

(Name Registered U. S. Pat. Office)

is all gone and you'll have to stall him off, and probably sell him some inferior grade that you are ashamed of—then you'll be apt to make that customer sore, and Zip! there goes the nice big ol' profits, too.



The best time to see about ways to prevent this shortage is **now.** What with all this unsettled conditions at the factories in the East, these coal strikes, and unsettled railroad questions. The factories inform us that this early they are already behind production and we must not expect them to make definite promises of delivery after the first of the year.

So, if you place your order now for delivery about January 1st, you'll be just in time to protect yourself.

THE MONARCH REFRIGERATOR will be described in detail, our selling plan explained, and the "future" idea represented to you if you'll drop a card today to

The Union Hardware & Metal Co., ***Distributors***

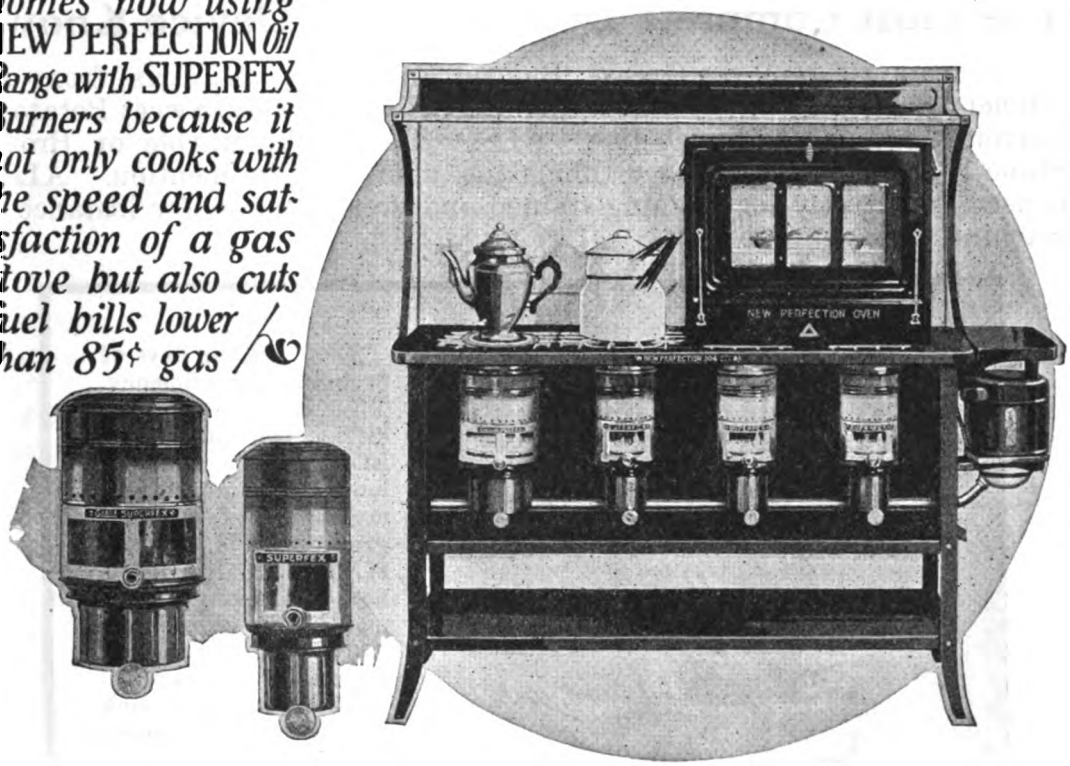
411 East 1st Street, Los Angeles, California

The MONARCH REFRIGERATOR WORKS
Burlington, Vermont

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popular for City Use

Thousands of city homes now using NEW PERFECTION *Oil Range with* SUPERFEX *Burners because it not only cooks with the speed and satisfaction of a gas stove but also cuts fuel bills lower than 85¢ gas*



Super-Sales Features of the New Range

1. Cooking speed of the giant gas burner—in the Giant SUPERFEX Burner.
   Cooking speed of the standard gas burner—in the standard size SUPERFEX Burner.
2. Abundant heat that is absolutely clean and odorless.
3. Greater economy and reliability of cooking with all grades of kerosene oil.
4. Operating convenience, cleanliness and new time-saving features.
5. Handsome, sturdy, long-lived stove with higher and bigger Aladdin Quality Porcelain Enameled Cooking Top, and new base shelf for utensils.
6. One Giant and 3 Standard SUPERFEX Burners.
7. A new (more beautiful) Gray Enamel finish on all chimneys.

New Oil Range Has Big Year Round Demand From City, Suburbs and Farm

THE marvelous performance of the SUPERFEX Burner has placed this latest New Perfection in the front rank as the ideal cook stove for year 'round use, everywhere.

"New oil range for city use—cooks with all the speed and satisfaction of a gas stove, at a fuel cost lower than gas at 85 cents a thousand and much cheaper than electricity"—that is what our year 'round advertising tells readers of the big national magazines. Housewives are also told to "see the New Perfection dealer for a demonstration."

Backed by this year 'round advertising, New Perfection dealers are finding a steady fall and winter demand for New Perfection Oil Ranges—and Ovens, too.

The world-famous 30 line of New Perfection Oil Stoves with Blue Chimney continues to be the most popular at its price

THE CLEVELAND METAL PRODUCTS CO.
Also Makers of PERFECTION Oil Heaters and ALADDIN Cooking Utensils.
7430 Platt Avenue **Cleveland, Ohio**

NEW PERFECTION *Oil Range with* SUPERFEX *Burners*

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MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

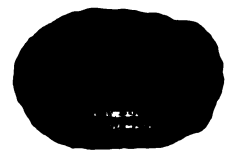
It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents  **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

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PURITAN

Extra Heavy Hotel and Retinned Stamped, Pieced, Japanned and Galvanized Ware



THE MARK OF QUALITY

PURITAN HOTEL WARE

Practical in Every Respect for

HOTELS, RESTAURANTS, CAFES, RAILROADS, STEAMBOATS, BOARDING HOUSES AND HOMES

LET US SEND YOU OUR NEW PURITAN CATALOG SHOWING THE ENTIRE LINE

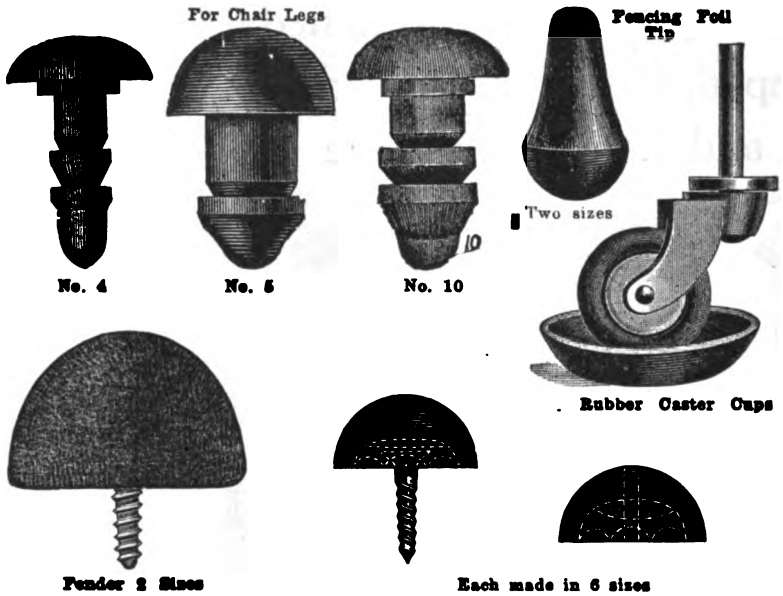
The CENTRAL STAMPING CO.
ESTABLISHED 1834

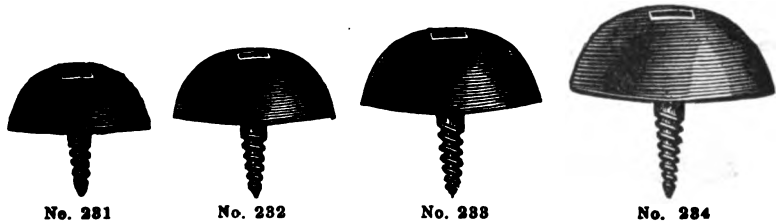
206-208 BROADWAY
NEW YORK CITY - NEW YORK

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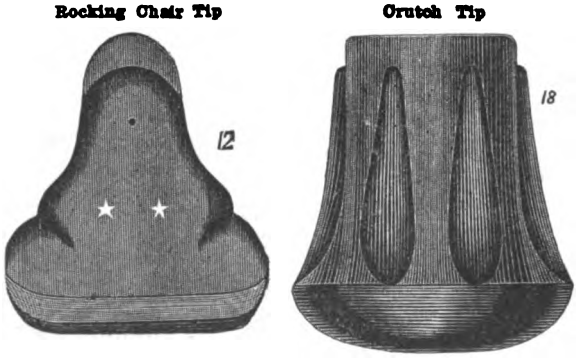
Some High Grade Standard

Rubber Tips and Bumpers









That ought to be in your stock

Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.

THE ELASTIC TIP COMPANY

370 Atlantic Avenue

Boston, Mass. - U. S. A.

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No. RP50 Remington Assortment

Holiday Gift Business—Brings Increased Cash Sales

YOUR customers will appreciate the gift value of Remington Pocket Knives mounted with Stag, 14-K Rolled Gold—twenty-year quality—and high lustre (brilliant) Pearl handles.

These knives will be featured this year in the "Saturday Evening Post" and other national advertising as suitable gift selections for Christmas, Birthdays, Graduation—Prizes, too.

The picture illustrates one of nine Remington assortments now ready for delivery. The display carton in royal scarlet and white, and the individual gift boxes in royal scarlet with white border and gold crest, present a striking appearance.

The knives are specially selected from new, clean, fresh stock. They are Remington's quick-selling patterns—just the styles that appeal strongly to the gift buyer.

Your jobber is prepared to supply you.

REMINGTON ARMS COMPANY, INC.
25 Broadway, New York

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1847 ROGERS BROS.

SILVERPLATE





The New "Anniversary" Pattern

In Anniversary Sets — for Anniversary Gifts

A combination that affords unlimited opportunity for Fall and Holiday trade. Remember that the blue velvet lined Gift Boxes and Anniversary Chests are included without extra charge — you and your customers pay for the silverplate alone.

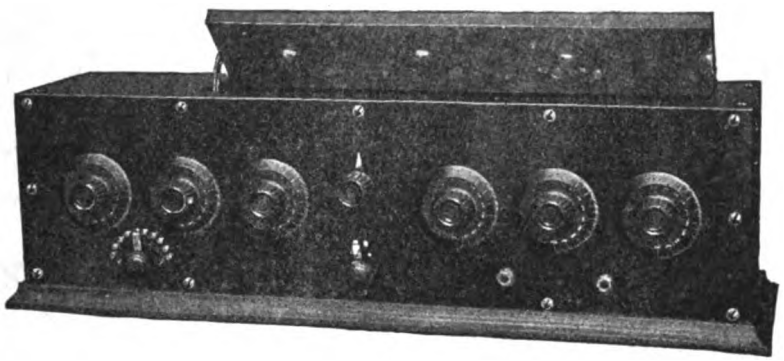
For advertising and display helps ask your jobber or write Sales Promotion Department International Silver Co., Meriden, Conn.

Pacific Coast Warerooms, 150 Post Street, San Francisco, Cal.

INTERNATIONAL SILVER CO.

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Gilbert Radio Apparatus



No. 4023

RADIO FREQUENCY

Long Distance Receiving --- Splendid Tone Quality

For long distance receiving and splendid tone quality this new Radio Frequency Set is unrivaled at anywhere near the price. It is based on the wonderful principle of Radio Frequency Amplification, the highest type of receiving set yet produced.

This and other outfits together with a number of the most advanced radio parts go to make up the Gilbert Line—a line of good, serviceable radio apparatus, efficient and at the same time priced to meet the popular demand—with good profit to yourself.

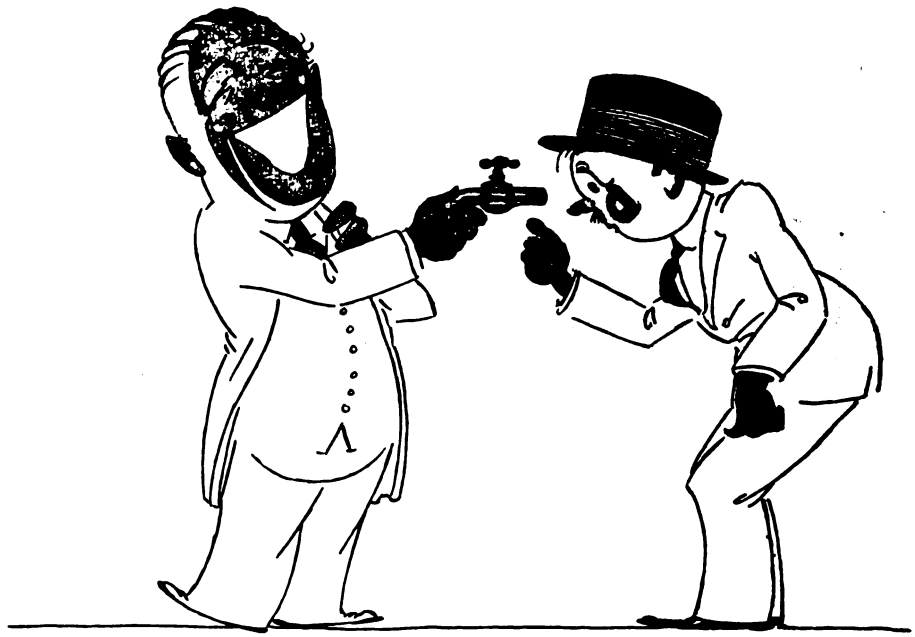
Send for catalog No. 54 illustrating and describing this new Radio Frequency Set with all other Gilbert Radio Apparatus.

THE A. C. GILBERT COMPANY

Dept. D, New Haven, Conn.

In Canada: The A. C. Gilbert Menzies Co. Ltd., Toronto.

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The live hardware dealer says:

"Hands Up!

"I am not pointing a revolver — I am merely showing an argumentative customer the water channel of a common faucet.

"Half inch diameter, of course, so 5/8ths hose is the proper size to deliver the stream which comes through. The argument is unanswerable.

"There may be a question as to which quality of hose is best to buy or whether it should be wrapped or moulded, but there can be no question about the size — 5/8ths is *right*."

BOSTON
WOVEN HOSE &
RUBBER CO.

Cambridge, Mass.

The largest hose manufacturers in the world. Makers of the famous BULL DOG, GOOD LUCK and MILO brands of garden hose. Also makers of GOOD LUCK Jar Rings.

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Hardware World

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Volume XVII OCTOBER :: 1922 Number 10

LEARN A LESSON FROM THE STARS

In the garden of a country home two men were talking. Near them sat a small boy, looking at the stars.

Said one of the men: "I am making a product that I know is the best in its class—and still I can't sell it."

There was a moment of silence. . . . Then the second man called to the boy who sat near them. "Son," he said, "if you had your choice of any of those stars up there, which one would you choose?"

The boy promptly pointed to the brightest star in sight. "That big one over there!" he said.

The man who had addressed the boy turned to his companion. "As a matter of fact," he said, "there are other stars in the heavens, which the boy cannot see, that are far brighter and bigger than the one he chose. But he didn't know the other stars were there — and so he couldn't choose them. That's why your product isn't selling. People simply do not know it exists."

"I know what you mean," said the first man, "advertising. But I have tried advertising in the past — two or three times—and it didn't work."

His companion seemed preoccupied with the stars. . . . "If we stand here and watch the sky for a few minutes," he finally said, "we shall see a shooting star. It will spurt across the heavens for a second, and then it will die out. There are thousands of shooting stars every night. People pay little attention to them and they are instantly forgotten. That's the kind of an advertiser you were.

"The Pole Star," continued the speaker, "has stayed on the job so long and so faithfully that its very name has come to mean 'a guide, a controlling principle.' And that's the way to advertise. There are certain products today whose names are regarded as a guide to satisfaction and a controlling principle of quality. They are the pole-stars. In this present economic situation, the pole stars are doing the business."

Hold your tongue almost everywhere, but not in praise.

The man with the biggest mind can make it up the most quickly.

Headaches may be acquired by overeating, but not often by overthinking.

Same with wives as with automobiles: it's not the original cost, but the upkeep.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building, Broadway and Olive, St. Louis
1326-1328 First Nat. Bank Bldg., Chicago
70 Fifth Ave., New York
Phelan Bldg., San Francisco
105 S. Houston St., Dallas, Texas
388 Taylor St., Portland, Ore.
502 Higgins Bldg., Los Angeles
Pioneer Building, Seattle, Wash.
204 Scott Bldg., Salt Lake, Utah
220 Pacific Bldg., Vancouver, B. C., Can.

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Americans Must Awaken to Dangers that Beset Our Country

(From the Christian Science Monitor.)

ONE who reads the address of the president of the American Bar Association, C. A. Severance, at its recent annual convention, will have no reason to doubt the wisdom of President Harding in appealing to the membership of that body for the aid of their wise counsels.

Nor can it be doubted that it is true, as President Harding says, that there never was a time when America and the whole world stood more in need of "clear-visioned comprehension of the problems which confront human institutions." And he adds: "Those who would fully serve their fellows have need for the fullest measure of intellectual honesty, together with courage to dare greatly."

The answer to the appeal was immediate. In his opening address, written, of course, long in advance of the receipt of President Harding's message, Mr. Severance, voicing the sentiment of those for whom and to whom he spoke, placed himself and his associates on record before the world as the champions and defenders of the established order, of the laws, and of the Government itself.

He sought to impress the truth that the Constitution and the laws, and the courts that interpret them, do not destroy, but preserve the liberties of the American people. This fact, simply stated, were it thoroughly impressed and generally understood, would dissipate and disarm all the armies of discontent, of industrial revolution, and all the leaders who are preaching and teaching the doctrine of opposition to established institutions.

Foes of Government, United and Active

There is no doubt whatever that it is true that the need never was so great as now for a clear vision and an intelligent comprehension of the problems which confront established human institutions. Never before were there arrayed so compactly, and with such evident singleness of purpose, the avowed foes of democratic government. Never before was there a more serious lack of unanimity and accord amongst those who have always stood for conservatism and good order, the stabilizers and insurers of real progress.

The destructive efforts of the secret foes of government have at last become apparent. From long boring from within, they have finally emerged into the open, ready to enter upon a test of strength, perhaps with the full knowledge that defeat will mean only more delay, whereas victory would serve to hasten the engrafting upon the standards of the great western Democracy of the tenacious branch of sovietism and class rule.

Gompers Encourages Industrial Warfare

At the moment, in the United States, there is going on, perhaps without the realization by everyone of the fact, an actual and perhaps a crucial test of strength with that end in view. It is hard to imagine that the present industrial warfare, encouraged and abetted by Mr. Gompers and his lieutenants, in which are arrayed on one side the great army of coal miners and many of the unions composed of men whose steady employment is vital to continued railroad operation, is but a contest over disputed wage and working conditions.

It is more than that in fact. The door has been opened to negotiations which gave reasonable promise of an equitable adjustment of all reasonable grievances. Instead of accepting, under protest, the awards already made by a duly con-

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stituted agency of the Government, the federal power has been defied, openly and persistently.

Designing Politicians, Yellow Journals and Radicals Advocate Class Action

The doctrine of the agitators is that the laws are enacted and interpreted, not in consideration for the welfare of all, but for the benefit of the few. This is the slogan depended upon to arouse and to foment class consciousness everywhere. The ignorant and the vicious, once convinced that their liberties are curtailed, seek the destruction of everything which bars them from the exercise of unrestrained privilege and license.

It is because of this fact that the demand is being made in the United States today, and backed by men whose training and education should teach them the folly of their course, for the acknowledgment of the right of the masses to overthrow at will the decisions of the courts, thus opening the way for Congress and the state legislatures to enact such measures as they may see fit, without those acts being subject to final review and interpretation. In this is seen, no doubt, the shortest cut to mass or class rule. Theoretically, it may appear to be a mild form of sovietism. In practice it would be as destructive as sovietism in its worst form.

Assaults Long Made Secretly Now Made Openly

Perhaps it is not possible to prove, by facts and precedents, that the menace to the Government and its institutions is but an incident of that agitation which is being carried on in all parts of the world. It is, it may be claimed, an unavoidable legacy of the war and the effort to reconstruct the social and industrial fabric.

But the fact remains that the assaults which have so long been made secretly, and which are now being carried on without concealment, are upon the Constitution itself, with the avowed purpose of undermining the very foundations of the Government. It would be imprudent and unwise to regard these attacks as the mere expression of discontent. They are more than that. They represent the effort of an organized army of propagandists to teach defiance, and to bring about the final overthrow of the law.

If you are contented with your lot, you are very old or very worthless.

Every man approves the strict enforcement of all laws that don't affect him.

It is better to have fewer "good times" now than to have none of them in old age.

We can't all have the vacations we'd like nor the vocations we'd like, but we can all like those that we have.

You can tell whether you are old or young by whether you believe the golden age is past or just dawning.

WILL NOT BE EASY TO GET GOODS

Editor HARDWARE WORLD:

If we were retail merchants our policy in the way of buying and selling, during the balance of the year or for next season's requirements, would be to get hardware merchants awakened to the importance of buying some goods and filling up their shelves.

Stocks are very low—speaking generally. Almost everybody has liquidated all the old stuff they wanted to get rid of, and now is the time to persuade the dealer to buy and keep a good assortment of salable hardware on the shelves.

We have no doubt that goods are going to be scarce and hard to get this fall, and possibly next spring. Our advice is to put in well assorted stock and anticipate one's needs, particularly on spring goods. Orders should be placed now for spring goods in order to insure their delivery. It is not going to be easy to get goods, and there is no danger of prices declining.

Yours very truly,

SHAPLEIGH HARDWARE COMPANY.

St. Louis, Mo. R. W. Shapleigh, President.

The HARDWARE WORLD welcomes criticisms and even commendation. There is no law to prevent you expressing your opinion relative to our pages, whether favorable or unfavorable. We receive many complimentary letters; we don't object to them—neither do we in any way resent criticism or suggestion.

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Shall the American Union or the Labor Union Survive?

THE railway strike problem has been reduced to its final terms. It presents itself now as a question whether the United States government, the Union of American States or the American Federation of Labor is the ruler of America.

The action of the government in obtaining an injunction against the shop crafts leaders to restrain them from further direction of the railway strike is beyond criticism; after mature deliberation it has taken the legal measures that are imperative against any organization permitting and encouraging the crimes these leaders have sanctioned, and challenging the liberties of American citizens.

The refusal of the executives of the American Federation of Labor to recognize the right of the government to take such action is an assumption of authority above the law and above the people's will. It is also a denial of the fundamental right of every free citizen to own and control the labor of his own hands.

Objects to Injunction Forbidding Crime

In encouraging the unions to disregard the injunction as if it did not exist, Samuel Gompers is telling American workmen to disregard the American commonwealth as if it did not exist, to ignore American liberties as if they did not exist, and to treat the most sacred laws of the country as if they were foolish relics of a pre-Gomperian age. The world has been watching Mr. Gompers of late with increasing curiosity, wondering how much further he would go. It is difficult to imagine how he could go much further, without setting himself up as an American dictator and leading a revolt against the federal government.

Attorney General Daugherty's words explaining the position of the government constitute a clear and final statement of the principles at issue:

"When a man in this country is not permitted to engage in lawful toil, whether he belongs to a union or not, with full protection and without interruption, the death knell of liberty will be sounded, and anarchy will supersede organized government. . . . No organization or association, no matter how well organized or powerful it may be, can hold its constitution or its laws supreme over the government, the Constitution and laws of the United States of America. No union, or combination of unions, can, under our laws, dictate to the American people. When the unions claim the right to dictate to the government and to dominate the American people, and to deprive the American people of the necessities of life, then the government will destroy the unions, for the government of the United States is supreme and must endure."

This is a firm warning, but it is not a hostile one. There are men in the unions who yield to no one in loyalty and honesty of purpose. If this were not so, the unions would long ago have been demolished by an indignant public. But it is to the interests of that honest element in organized labor that criminals, whether in the rank and file of the unions, or among their leaders, should be brought to account by the only authority empowered to do so: the people's government.

The decent citizenship in the unions has been betrayed. It has been bullied by union leaders and misled by inflamed editors who in their greed for sensationalism have encouraged radical excesses throughout the struggle. Watch them now, union men, as they beat to cover, and you will learn something very instructive about the character of the yellow press and the sources from which the anarchical movement is fed.

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The government has taken a stand from which it cannot retreat without abdicating its authority. This it will never do while loyal Americans still live to uphold the national traditions. The pointblank question confronting the people is whether the Stars and Stripes or the red flag is to be the future emblem of America, and to that question there is surely but one answer.

BIG SOUTHERN JOBBER'S VIEWS

Editor HARDWARE WORLD:

If we were retail merchants it would be our policy to buy freely of all goods that we thought we could use during the fall trade. We believe that the supply of goods will be short in practically all lines and the demand about normal.

It would be natural that, with such conditions as we anticipate, we should have a very firm market. Very truly yours,

BELKNAP HARDWARE & MFG. CO.,
Louisville, Ky. Wm. Heyburn, President.

ADVANTAGES OF THE LOCAL JOBBER

Editor HARDWARE WORLD:

We believe it would be best for retail merchants to be conservative and buy in small quantities from their nearest jobber for at least the next twelve months. This is not a bad plan at any time, for it is much easier to straighten out complaints with your local jobber than it is for foreign houses.

It seems to be the disposition on the part of many retail merchants to buy from the larger, for as most national jobbers think, they are profiting by such purchases. This is not the case, as the local jobber is in position to sell at as low a price as any other jobber might be, taking into consideration the quality of merchandise supplied.

We might add that all in our employ who do receive your publication do find many items of interest in same.

Wishing you continued success, we are

Yours very truly,
T. McCLELAND HARDWARE COMPANY.
Jackson, Miss. By Jas. H. Witt.

When the ghosts of the past rise up and join forces with the ghosts of the present a man needs all his optimism.

Any man is well off who thinks he is, even if he hasn't a penny. Mental wealth is more lasting than dollar wealth.

REMARKABLE INDUSTRIAL EXPANSION OF THE SOUTH

It may be said that the South is the nation's greatest undeveloped asset. Its resources in soil, in timber, in coal, and iron ore, in marbles and granites and phosphates, in sulphur and oil and other things, give to this section a combination of advantages based on quantity, contiguity, and ease of development unmatched elsewhere in any equal area on earth. Narrow, indeed, must be the view of any American who does not look upon these resources with a patriotic vision and regard them as the foundation on which to build a greater and more prosperous country.

In making even a cursory study of what the South is doing in the way of material development as a basis for the future, a few figures may be pardoned by the student of economic conditions.

The South is now producing:

Nearly 100 per cent of the country's cotton crop, or about 60 per cent of the world's cotton output.

About 100 per cent of the country's sugar cane.

About 100 per cent of the country's bauxite, the foundation of its aluminum industry.

About 100 per cent of the country's turpentine and rosin, which prior to the war was about 85 per cent of the world's output.

About 99 per cent of the country's phosphate rock.

About 92 per cent of the country's crude barytes.

About 75 per cent of the country's natural gas gasoline.

About 76 per cent of the country's coal output prior to the strike and now a very large part of the total output.

About 66 per cent of the country's commercial fertilizers.

About 57 per cent of the country's petroleum, or about 36 per cent of the world's production.

About 50 per cent of the country's lumber.

About 45 per cent of the country's lead.

About 93 per cent of the country's sweet potatoes.

About 80 per cent of the country's rice.

About 70 per cent of the country's grains, sorghums or Kafirs.

About 61 per cent of the country's cabbage.

The South has 37 per cent of the country's swine, about 33 per cent of the country's cattle, and about 30 per cent of the country's milch cows.

Loafing is stealing, let every employe remember.

Tolerate no uncleanness in your body, clothes, or habitation was one of Ben Franklin's rules for success, and few men have understood the secret of success better than he.

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Arms or the Man?

Stopping the Sale of Firearms Can Have No Effect on Crime While the Indulgent Parent, the Political Judge, the Sentimental Reformer and the Suggestive Picture and Press Continue to Make Criminals.

LIKE the man that always made it a point to speak well of the Deity, the members of the American Bar Association at their recent convention expressed their disapproval of crime. One of the plans proposed was to suppress the manufacture and possession of pistols, because most crimes of violence were found to have been committed with those violent little instruments.

Somehow it reminds one of Mark Twain's dread of beds. He found that most people die in bed, and therefore it was natural to suppose that there was something fatal about occupying one. All the statistics supported that conclusion, and if truth cannot be reached by statistics, how is it to be discovered?

The line of reasoning was complete. The only imperfection of it was its lack of any nexus of cause and effect.

And the legal gentlemen who regard pistols as the cause of crime are falling into somewhat similar confusion. It may be that when men went armed they shot quicker. But that is not the sort of crime society has to fight nowadays.

Furthermore, that mode of dress has passed out of fashion, except in the motion picture and in a few remote parts of the cattle country. As order and security came, the hardware was found heavy, and was left at home. Today the carrying of revolvers by honest men is rare; by thugs, quite general.

It will not be greatly reduced on the part of the thugs through prohibiting the manufacture of sidearms. Nor can crime be much diminished in that way. Crooks that want pistols will find ways to get them; the persons who cannot get them will be those that may have some honest need for them as household protection. And if thugs cannot get pistols, there are other weapons

It is not the weapon that is the criminal. It is the savage, unregenerate, primitive human, whose disposition is selfish and whose character is undisciplined to social requirements. We believe he is usually the product of bad parenthood, expressing itself in indulgence and feeble control.

Villainy is a quite natural thing, and the curbing of it in oneself or in another is an art. It is not to be accomplished by easy methods and sobbing sympathy for the criminal as the victim of society. Criminals are not the victims of society, society is the victim of criminals, and of the worthless parenthood that brings them up.

Effect of Parental Indulgence

It sometimes happens that the son of quite decent parents goes wrong and disgraces them. In such cases they suffer bitterly for any faults of omission or commission of which they may have been guilty. But more often parents of criminals have neglected their duty toward society and toward their erring children, and they should be punished with them. Parental responsibility is a moral reality and it ought to be a legal one.

When corporal punishment is needed, and parents have not inflicted it with earnestness and vigor, they have made themselves particeps criminis in the delinquency of the erring youth. There are times in the life of almost every healthy boy when showing him his meanness and demanding that he mend his ways does no earthly good, and then there is no substitute for a good whaling. Blaming crime on weapons is like blaming death on beds.

Political Judge and Harrowing Sob-sisters

Aiding and abetting the incompetent parent is the political judge, the sort of man that fears to lose his salary and has found that under a condition of universal suffrage and an elective judiciary he can count on votes at the next election in exact proportion to the leniency he shows to crooks.

Such men as that, confirming the work of the criminal parent, are almost enough to account for the fact that we had in this country last year 9500 murders, and in the past decade 85,000; with an increase of 1200 per cent in burglaries last year. Almost, but not quite.

There is another element contributing, and that is the relaxation of punishment in response to the demands of sentimental reformers, persons more horror-stricken at one hanging than at five unpunished murders. The abolition of capital punishment in some dozen or so of states has not diminished murders in those states, or at least so it was asserted at one session of the Bar Association. And no normal person should have supposed that it would.

Results of Abolishing Capital Punishment

Crime is the choice and responsibility of the individual criminal, and to make him choose something else it is necessary to equip him with the fear of punishment, swift, certain, and severe. Society cannot afford to gamble the lives of its innocent members against the disposition

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of its guilty ones; the stake is not merely disproportionate in comparison with any return that might accrue in the shape of a criminal reclaimed by gentle methods, but it is immoral to expose the innocent to the depredations of the criminally disposed for any such visionary object.

The sentimentalists that got up the parole system and the probation law are, we believe, morally responsible for a great deal of the criminality that has manifested itself of late. They have meant well, heaven knows, but they have not done well. And if they can point to a few reclaimed criminals, the number reclaimed is no justification for permitting the recidivists to prey on the innocent.

Crime Not Made in Arms Factories

So we have enough causes for the prevalence of crime besides pistols. To stop the manufacture of pistols and permit the manufacture of criminals to go on, and to suppose that because we have done that we have supplied some solution for the trouble, is hardly rational. Bad mothers and fathers, venal judges, punishments made mild by misplaced mercy, and the expectation set up in the mind of the underworld of dodging even those punishments through the operation of the parole and probation laws, are far more potent producers of crime than all the arms factories of New England. We should stop paltering with crime, treat it as a personal matter, and attack it by attacking the criminal with all the strength of criminal justice untempered by visions and sentimentality. —Argonaut.

ARE YOU DOING YOUR SHARE?

If the organization with which you are connected offered a star to the worker who during the month contributed the idea which helped the most to increase income or decrease unnecessary expenses, would you be the one to wear it or would it go to someone else?

Without being impertinent, we want to ask you right now how much you have done during the past month to increase the sales of your company. Have you contributed one real original idea? Has some thought of yours made the work of your associates easier and more efficient?

If you haven't helped to increase sales, what have you done to effect economy? Have you been able to suggest anything that would eliminate certain unnecessary expenses? Have you suggested any short cuts?

Just for your own pleasure and to test your own value to yourself and to your organization, ask yourself some searching questions like these.—Tom Dreier.

The man who is so busy attending to civic duties that he can't take his family out riding, isn't much of a citizen.

ASSOCIATED ADVERTISING CLUBS CONDEMN ADVERTISING ORGANS OF ASSOCIATIONS

A recent issue of Printers' Ink commented upon the fact that the Associated Advertising Clubs of the World had taken one of the most important steps of its career: that hereafter no advertising would be admitted to their Association organ.

They believe this will set an example to the organs of various other associations who obtain their circulation through association membership and without the expressed consent of each individual member.

They will make an active campaign against house organs and association organs who obtain "advertising with a club" as it were. They feel they can now take a stand in behalf of every movement for the benefit of advertising with the feeling that they have no skeleton in their own closet.

Are consistently opposed to nondescript mediums which are organized and conducted solely for the purpose of producing revenue for which there is no real need.

They call attention to the fact that trade associations have been the greatest offender in this respect, and that the soliciting of advertising to obtain revenue to defray the expenses, when the associations themselves were not doing sufficient work to justify their existence.

Graft on Manufacturers

From the advertisers and manufacturers' standpoint they mention that the greatest objection to such mediums is that they subtly dissipate appropriations. In one guise or another these association mediums levy peremptorily on the advertisers and manufacturers' funds, and thus exhaust appropriations, leaving the advertiser with the mission of his selling campaign unaccomplished by reason of these "holdups."

There are many manufacturers who will welcome such a move, realizing, as one of them put it, "they were held up indiscriminately" by such so-called publications, which were either distributed free, or were given with a membership in the association, or were published as a house organ, and made such demands upon the manufacturers that reputable publications of merit would not for one moment consider.

A glance through history's pages discloses that women always have dressed shockingly, but now they undress shockingly.

What is it that causes a man who knows his own little business to think that makes him an authority on other people's big business?

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Several Severities of Butt Building

Qualifications and Eccentric Habits of the Hinge Manufacturer Make Him a "Avis Rara" or, in the Words of Our Own Mother Tongue, a "Rare Bird"—Consider His Lot and Offer New Thanks for His Works

An Apology: Just to air his technical knowledge and how much he knows (or does not know), one of our editors (doubtless with an eye to qualifying as a butt and hinge expert) submits the following and "blames" Mr. McKinney as the inspiration of it — the guilty "homo" who is accountable for this "crime."

MANY an otherwise bold manufacturer would quail and shrink at the rigorous qualifications of the hinge and butt maker. Consider for a moment a few of the sine qua nons:

AS AN ATHLETE: With **loose joints**, he must care for his **tight pins**, but on occasion, **loose pins** are necessary, however often he gets himself **pinched** in **fast joints**.

Although his **knuckles** are of **brass**, he has to avoid **friction**, being an "**anti**" in that respect. We have even known full grown hingers to **ball bearing** their **frame around-the-corner**.

He must **catch** the **throw of the door**, seeing that the **ball** is immediately **plated** thereafter. If he should **flush** when he **engages the locks** of a **left-hand statuary bronze**, every **eye** in **Parliament** is **riveted** on his **broad, base back**. It is a common recreation for him to **cast iron endgates** into a **basket**.

Always he is in perfect **trim**, for he may be asked for a neat **back flap**, or to run on a **track**, or for **sliding, swinging**, sometimes even **folding**. Yet he is an **unswaged** fellow. If there are **pulls** to be made, **off sets** our **polished** handyman at a steady **gate**.

IN ASPECT: To be sure, his appearance is a little **antique**. His **oval head** appears ill-fitted to his customary **squared collars**. Although **inside blind**, he opens up when he **leaves** the **garage** or **bolts** the **hanger**. His **double acting shoulders sag**, although his **chest handles** sufficient **oxidized** air to prevent his **finish**.

There is a **cold rolled steel-y** glint in his eye, and we imagine that his countenance suggests the **Bower-Barff**, which is a long-winded way of stating that he is a brunette. **Bronzed** from constant **exposure**, he keeps active and uncomplaining by **non-rising** when **planished**. In **case hardened** should be the **weight** upon his **back**, he has never been known to become over **wrought**. He simply **braces** himself, **screws** up his courage, **hasps** once or twice and **leaves**.



J. P. McKINNEY, Jr.

Vice-President and Sales Manager McKinney Manufacturing Co., who succeeds his worthy father in fact as well as in name.

Mr. McKinney's good looks are significant of good sense and enterprise, and he is one of the representative McKinneys of the second generation who are continuing the great business in the forward, progressive, faithful manner that has always characterized its conduct under the founders and their associates.

He is a cleanly person, why not with **washers** all about him? So often he is **sanded** that he must keep from going **sill-y**. Visitors often ask why the partiality for the other end of the alphabet when they see **flappers** hurrying about with a **Z stamped** on their **backs**. Of course our readers know that the wise little girls have been **sherardized** to protect them from the weather, often the only covering they have.

HIS DIET: Some may be curious as to the sustenance of the **butt** of all our study. **Plumb jamb** from **a-jar** is a **staple**. **Burrs** are sometimes toothsome, especially when **escalloped**. When tried he brews a **light T**, always accompanied with an **olive green**. His waiter must be content with a **button tip**.

HIS RAIMENT: We have mentioned the eccentricities of his **squared collars**. The rest of his **wardrobe hinges** on a taste for **beveled edges**, necessitating constant **binding**. His very coat is **reversible**, with a **half mortise** to allow for the insertion of **button sets**. A **heavy strap** around the waist counteracts the **drawer pulls**.

THE TRAGEDY OF HIS LIFE: Despite all that the world requires of him and the burdens on his **shoulders**, he must reconcile himself to see every child of his careful nurture doomed to **hang** in the end, **swinging** on a **frame** for all to **a-door**. Carlyle found solace in the Everlasting Yea, but our present subject must seek his final contentment in the **Eternal Butt**.

McKinneys Overcome These Difficulties

With these considerations before us, we are in a proper frame of mind to consider the background and personalities of the McKinney Manufacturing Co., of Pittsburgh, one of the largest factors in the butt and hinge market of America and perhaps the largest exclusive manufacturer of these lines. There cannot be a reader of these words who is not familiar with the Company's products; but who are the men

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involved and through what evolution has the present output been developed?

Three quarters of a century ago the father of J. P. and W. S. McKinney, joint founders of the present business, was one of the pioneer hinge makers in Troy, New York. Along in the fifties the family moved out West, and at Cincinnati found a kindred spirit in Miles Greenwood, a capitalist and promoter who was particularly interested in the metal trades. As private secretary to the latter, the elder McKinney took part in launching several manufacturing ventures, previous to the day Mr. Greenwood was accidentally killed in the factory in the early sixties and the business rather disintegrated.

The two sons of the elder McKinney had grown up in close touch with manufacturing processes and procedure at the Greenwood plant in Cincinnati and in the late sixties, 56 years ago, J. P. & W. S. McKinney established the present business at Cincinnati, with the immediate object of manufacturing a patent cotton bail tie on which they held the rights.

After a time the plant was moved to Hamilton, and after two or three years more it was again moved, this time to Pittsburg, where it has since remained and grown into the immense interest of today, with export all over the world after taking care of thorough American distribution. South America, China and the Orient are the principal outside markets.

During the first years, growth was naturally slow and the McKinney brothers handled the management, the conduct of the office and the sales. Along in the early eighties it became necessary to add an assistant to the office force, and 38 years ago a young man by the name of W. C. Farr was employed, the first office "help."

New Generation with Renewed Enthusiasm

From this humble start we come to the great institution of today. Mr. Farr became a valuable associate, was made secretary in due time, and after the death of W. S. McKinney in 1910 and J. P. McKinney five years ago, Mr. Farr became the president, where he is today, put there entirely on his own merits through his own efforts. His son, John Farr, entered the business and took up the advertising problem, and today he is the self-made, able advertising manager.

Each of the founders of the business has left sons who are taking up the problems of management and administration of their heritage. J. P. McKinney, Jr., is vice president and sales manager, and his brother Robert is also an officer of the company. On the other side of the family W. S. McKinney has also left two sons who are active in the management.

Aside from hinges and butts, the company's products include hangers, track and shelf brackets, all closely allied. Sales are through jobbers in every section of the United States, handled through the company's representatives. In the far west the organization of John T. Rowntree, Inc., are sales representatives. The export department is handled through John H. Graham & Co. of New York.

MAYBE YOU CAN USE THIS MAN

We have received the following application for a position on our staff, but our correspondent possesses so many more "qualifications" than is required for a successful editor that we are willing to give publicity to his application, in the hope that some manufacturer, jobber or dealer, could make a place for one so gifted. His application is as follows:

Most Honored Editor HARDWARE WORLD:

Understanding there are several hands wanted in your honor's department, I beg to offer you my hand.

As to my adjustments I appeared for the metric examinations at Coby, but failed, the reason for which I shall describe.

To begin with, my writing was illegible; this was due to climatic reasons, for I having come from a warm into a cold climate, found my fingers stiff and very disobedient to my wishes.

Further I had a very severe shock to my mental system in the shape of the death of my only fond brother.

Besides, most honored sir, I beg to state that I am in very uncomfortable circumstances, being the soul means of my fond brothers seven issues, consisting of three adults and four adulteresses—the latter being the bain of my existence, owing to my having to support two of my own wives, as well as their issues, which by God's misfortune, the feminine gendor predominates.

If by wonderful good fortune these few humble lines meet with your benign kindness and favorable turn of mind, the poor menial shall ever pray for your long life, and prosperity of yourself, as well as your honor's posthumous olive branches. Yours most obediently,

JASSY MOBESTO.

Grand Oriental Hotel,
Colombo, Ceylon.

If everybody "has it in" for you, that's no reason why you should take it out on somebody else.

More men fail by trying to attend to somebody else's business than by trying to attend to their own.

"The man convinced against his will," goes around and tells his friends how he beat you in the argument.

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Hamp Williams' Own Page



Live Bait and Languishing Lizzies

Fellow HARDWARE WORLD Readers:

I HAVE just returned from three days' fishing at Lake Chicot, where there are many fish of many kinds.

We went after them industriously; we offered them artificial bait of every size and shape — wooden minnows, frogs, etc. Then we tried them with artificial flies of every kind known to the fishing faculty. We had rods that cost $25.00 each, and reels to match. We had a steel motor boat and visited many attractive places, where we had in time past caught many fine specimens of the finny tribe.

We had fished hard all day. Late in the afternoon we met up with Uncle Alec, an old darky, who lives on the lake. He had an old dilapidated wooden boat, a cane pole, cotton fish line tied to an ordinary limerick hook and a buckshot sinker. The whole outfit was not worth more than $10.00, boat included. Our fishing layout cost us no less than $300.00.

We had two little bass.

He had 105 speckled perch and bass that he had caught in the same lake on the same day, except he fished only in the afternoon and we fished all day.

We wondered what was the matter and Uncle Alec promptly said: "You can't always fool dem fish wid that stuff. I used live minnows."

Live Lines Will Pull In Sales

That is exactly the trouble with some of our stores. We are not using the right bait and depending too much on our location and equipment to bring us business. After you have tried the artificial bait, try some live minnows.

Here is one that did. Our Benton branch store, located in a small country town of 1500 inhabitants, put on a sale of aluminum ware. They decorated their windows with these wares at attractive prices marked in plain figures, advertised in the newspapers and by circulars for a week in advance of the sale. But no one could buy a single item of the goods advertised until the hour and minute of the opening.

On Monday morning at exactly 8:00 o'clock, the time set for the opening, the people were congregated in front of the store, that they might purchase some of the rare bargains before they were all gone. The sale lasted exactly one hour and five minutes and totaled $413.50 cash. We used the right bait—live minnows.

Other merchants in the same town complained of a dull day, but they were using the wrong kind of bait. There is psychology in this. Live minnows are always good. Artificial bait is sometimes good when properly manipulated.

WE ALL HAVE PUSHED THEM

Too many of us rely upon nationally advertised lines to sell themselves. I will admit that it is a great factor, but it is not enough.

We sell the Ford car, but Henry Ford does not rely on the name of the car or the quality to sell it. He says we must put expert salesmen in the field every day and keep them there. We must get prospects, their names and addresses, and send them into headquarters so that the head of the Ford organization may see that we are actually getting prospects for cars.

The Ford will not sell itself. There are other cars on the market. If Henry Ford didn't require anything of his agents except to supply the demand he wouldn't have any agents. He would sell direct and save agents' commission.

If you sell an item for 10 cents, 2 cents more than it cost you, the time taken in finding and delivering that item is a great factor in the distribution of his products, both to the consumer and to the dealer. The dealer must make quick delivery on such items, else he makes no profit, and time means a great deal to the customer, who is always looking for prompt and efficient service. Without it we cannot expect much patronage from a nervous and exacting public such as we have today.

Everybody is in a hurry who rides in an automobile and the balance must hurry to keep out of their way.

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BUSINESS BRINGING METHODS OF OUR SUBSCRIBERS

A Kentucky merchant developed increased business by featuring sales in this way:

Every Tuesday and Friday some special article is taken from regular stock and placed on the "cost table" for sale during the day at the actual wholesale cost. Of course, the sale results in a certain monetary loss on the goods sold. But, what about the power of suggestion? What about the attraction—is it not something that will bring customers into the store?

The public must be attracted by something novel. It has got to be sold. It demands service.

The actual results of these sales are summed up in the few words: "Greater volumes of sales that day." People who came in to take advantage of the advertised "cost table" goods, made other purchases — the power of suggestion of that table sent customers into many departments for real purchases that perhaps otherwise would not have been made.

It is well to put a well trained salesman in charge of the "cost table." He can emphasize the "suggestion" which will lead to other purchases.

Other stores have been using this form of selling under the head of what is called "odd lot table." The difference, however, is one in name only.

This merchandising plan can be used to sell out odd lots of merchandise at cost and often times will save an actual loss on the same goods that frequently are sold below cost to get them off the shelves. But. it will prove a center of attraction if properly advertised.

There are houses known by courteous telephoning. Telephone courtesy is a big thing, as courtesy always is. Loss of temper gains nothing.

The less you require looking after, the more able you are to stand alone and complete your tasks, the greater the reward. Then if you can not only do your work, but also intelligently and effectively direct the efforts of others, your reward is in exact ratio. And the more people you direct, and the higher the intelligence you can rightly lend, the more valuable is your life.

INCREASING YOUR TOY SALES

A western merchant who has had special success in his town, handling playthings and high grade toys, tells us that he finds it well worth while to give an annual party along in the late fall, when the Christmas stock is on hand and before the heavy buying has begun.

The children receive personal invitations to this, names being taken from the follow-up list. Invitations are also posted on a large sign in the window of the store, and printed in the store's newspaper advertising. At the time of the party, each child registers, which furnishes a list for the next party.

The children are entertained in complete style. Little chairs are provided for their comfort, the tables are cleared away from the center of the toy department, the clerks and salespeople receive them in fantastic costumes, serving them lemonade, candy and cakes. The children are allowed to play with some toys and see others in operation, to get the "feel" or the "see" of them all. In the background of the toy department the parents are provided a space to watch and form toy ideas of their own.

Any loss through breakage or cost involved is charged to advertising and sales expense, for the tremendous increase in volume and popularity in the toy department, not to mention the other departments in the store, will well repay the enterprising merchant who gives a toy party.

SELLING POULTRY NETTING

It is not very convenient to roll out for a woman a lot of poultry netting, nor for the salesman, either. A Kansas store has made up some galvanized iron frames about ten inches square, each containing a sample of netting of a certain size.

Each is tagged with price and the entire assortment can be shown in a satisfactory manner in a few minutes. Screen and hardware cloth are shown tacked to wooden frames.

Located along a principal highway, the store has outside of the warehouse a long bench on which are shown various items in season—roofing, poultry netting and other things which the farmers can easily see as they drive by the place into town.

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OPPORTUNITIES FOR COUNTRY MERCHANTS

The Aid Hardware Company of Westplains, Mo., are doing what too few merchants in country towns attempt. They are conducting a regular city department store in an interior or country town. They are doing it most successfully and keeping the trade at home, give their customers value received, and hence knocking out the mail order business in their community.

The samples of their advertising, which they favor us with from time to time shows that they know how to appeal to the women folks of their community. They are a factor in dry goods and clothing just as they are in hardware and implements.

We commend the policy of the Aid Hardware Company as one that merchants in interior and country towns could follow.

We often hear merchants complain that there are no opportunities where they are doing business. The trouble of it is most of them don't see the opportunities that lie at their very door.

In their advertising they expect results too soon; they haven't the necessary persistency and consistency by having a definite policy and following it up. What the Aid Hardware Co. has done hundreds of merchants throughout the United States could do and their communities would be more prosperous, business would be better, it would prove a factor in making better citizens out of their people, and they would contribute to the wealth and culture and refinement of their community.

LET THE CUSTOMER HANDLE THE GOODS

A California hardware store has found it's twice as easy to talk in a convincing manner to a customer if he has the goods in his hands. To accomplish this the store has gone over its display doors. Each door has been covered with brown stain. Then at intervals, up and down, strips with slots behind them have been screwed to the doors.

Plaques of a size to fit in between each pair of strips have been made and they have been covered with brown leatherette and made with the two upper corners rounded. In each corner is a grommet which fits over a picture screw that is in the door.

To these plaques have been fastened the merchandise usually shown on doors, so that a plaque may be handed to the customer instead of his being asked to look from afar or it being necessary for the salesman to reach into stock for goods to show. It speeds up sales and dresses up the stock.

Men and boys like to look at pocket knives they are thinking of buying. For that reason this store has its pocket knives firmly fastened to panels which slide into place in the showcase. The panel can be pulled out, but the knives are all fastened firmly and if one is taken the empty space shows it, whereas a pile of loose knives on the case might not produce anything but an argument in case the salesman leaves the case. Under the panel is the stock drawer.

THIS WILL INCREASE YOUR SILVERWARE SALES

A hardware dealer in Klamath Falls is using a good-will idea that incidentally advertises the line of silverware he carries.

He watches the vital statistics of his town, and to the mother of every new baby that arrives he sends by mail a silver plated baby spoon of good quality.

At the same time he sends the mother a friendly little letter expressing his good wishes and the hope that she will accept the small token of good-will that he has sent for the use of her baby.

His local jobber, through whom the dealer buys his silverware, heard of the plan and was so interested that he wrote to the manufacturers requesting them to co-operate with him in putting through the idea in a large way. Accordingly the manufacturers designed for him an attractive postcard, bearing on one side suitable illustration and a verse and on the other side the following:

"Dear Madam:

"Please accept our sincerest congratulations on the happiness that has come to you with the arrival of your little one.

"As a small token of our interest, we are sending you by mail today a gift in silverware which we are sure Baby will appreciate later.

"We carry a full line of this beautiful silverware and hope that some time in the future you may be inclined to call on us and inspect our assortment."

No job should be easy. No job is easy if you put into it all your mind and might.

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Give 'Em the Gas—On With the Oil

High Standard and Distinctive Achievement of the American Stove Company in Perfecting Use of Either Fuel for Cookery Typified by George F. Fiske, Treasurer

THE current announcement of a complete line of oil cook stoves equipped with the Lorain oil burner by the American Stove Company suggests an interesting cycle in the cook stove industry, and recalls to the minds of many veteran stove men in the United States that it was as oil stove manufacturers that several of the divisions of the American Stove Company were organized originally.

Thirty-five years ago, in the late eighties, George M. Clark & Company were principally manufacturers of "vapor stoves," as they were then called—gasoline stoves—very popular, particularly in the smaller sizes, for uses corresponding to the present hot plates.

Gas had not been popularly applied to cooking before this time. Along about 1889 the Clark Company had developed excellent gas stoves. George F. Fiske was at that time one of the enthusiastic young men in the Company and he took the gas burner to the secretary of a metropolitan gas company to interest him in promoting the sale of gas stoves. He found two neglected samples of another make in the office, but the Company had apparently made no effort to push the sale of fuel gas.



GEORGE F. FISKE,

the Treasurer of the American Stove Co., is at the same time one of the hardest workers in the organization and one of the most modest, reticent of men. The only time he ever has his picture taken is when he can be cornered, occasionally, for a vacation.

This snap-shot was taken at Banff, in the Canadian Rockies, last summer, in the course of one of the few vacations he has indulged in. We understand that the name of his horse is "Lorain."

When the matter came up, the Secretary said, "Mr. Fiske, I agree with you that the gas stove has great possibilities and sales of fuel gas should be pushed by our Company, but frankly, I can't get our President to see it. He says, 'Gas is for lighting, and you'll never get people to use gas stoves with satisfaction for cooking.'"

That gas company president, a shrewd financier of the Commodore Vanderbilt type, died a score of years ago some seven times a millionaire, and a considerable factor in his accumulation of that modest fortune was the sale by his company of gas for cooking, about which he was so totally incredulous in 1889.

Thirty years have seen the perfection and adoption of gas stoves, concurrent with the decline in the use of gas for illumination until that outlet has become practically extinct. If it hadn't been for the stoves, investment in gas supply systems would have been lost. With the spread of gas came a diminution of the old vapor stoves for cooking, until oil stoves for cooking were confined a few years ago to the same places where gas lights still existed.

Oil Stoves Come Back

The last few years have witnessed a re-creation of the oil stove market, utilizing coal oil for fuel, with the stoves themselves designed and constructed as superior, perfected cookers. The burner has received its share of attention from the engineers of many important manufacturers, and the newly announced oil burner promises to do for the oil cook stove what the Lorain oven heat regulator has done for the gas stove.

George F. Fiske Typifies Institution

Naturally the spirit of an institution is best exemplified by the spirit of a man or several men at the head of it, and in considering the American Stove Company there comes to mind the service of Treasurer George F. Fiske. To be sure, his story and his work are but typical of many throughout the organization, but it serves us well in understanding the growth of this great institution, in physical size as well as in the standard and quality of its products until it may well be said to set the pace for the world's stove makers.

The American Stove Company is a consolidation effected in 1902 and including as divisions such formerly independent concerns as Geo. M. Clark & Co., the Ringen (now the Quick Meal), Dangler, Reliable, National and New Process. It was with Geo. M. Clark & Co. that Mr. Fiske entered the stove business in 1885, as timekeeper at the old works on Superior street, Chicago.

Got the Working Habit Early (and Late)

Let us look into his past, even before his discovery of stovemaking as a life work. We see a thrifty, fine-spirited family in Southern Wis-

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consin, living after the New England manner of the parents. Mr. Fiske, Sr., wanted each of his four sons to go to college and was keenly disappointed when son George came home one evening after finishing high school with the news that he had a job as delivery boy and junior clerk in the town grocery store. He did not realize that this would be the means of the boy's college course.

As the store opened early enough to sell tobacco and sundries to workers in the factories on their way to work, the boy had to be on hand about daybreak to open up and sweep out. The store kept open well into the evening, and on Saturday night, after closing at 11 o'clock, the proprietor and his clerks scrubbed the floor, after which the boy walked over a mile home, with nothing to do until the next week.

These were typical retail conditions of the last generation, and perhaps a more intimate acquaintance with them would prove an excellent tonic for disgruntled clerks, lazy salesmen and easeloving proprietors today. It is significant that the present leaders in business and industry had their start under just such rigorous circumstances.

When the head clerkship became vacant George Fiske succeeded to that post and for a year tended counter and posted the books. Then with his employer's co-operation he entered the college located in the town and worked his way through, posting the books and helping out in the store evenings, Saturdays and vacations.

After graduation he felt that he owed it to himself to go up against something his own size, so he tackled Chicago. Here his first returns on his education came as porter for a jewelry firm. Yet he well realized that advanced study and college work are a longrun investment, a great frame into which a larger life is to be fitted, but providing little shelter or revenue until the owner has finished and furnished the structure with his own character and personality and application.

Church Was the Meeting Place

Perhaps the fact that he went to church as regularly as he went to work proved the turning point in his life. The church habit is another one that might well be encouraged in the younger generation, and there may be a moral in the fact that it was at the New England church that George F. Fiske met George M. Clark. With his usual kindly interest in young men, Mr. Clark wanted to know what the young man was doing. In a few days he offered an office clerkship in his young plant, which opportunity was eagerly seized.

Reward of an Indefatigable Worker

For 37 years Mr. Fiske has been an untiring, loyal painstaking worker in the interests of George M. Clark & Co. and the American Stove Co. We have referred to his enthusiasm for the gas burner when it was developed a few years after he had entered the industry. In 1889 he was given a four weeks' vacation to visit a brother in California. Taking a gas burner and long rubber tube in his grip he demonstrated the burner to hardware and stove dealers all over the Pacific Coast, as well as calling on all the gas companies. He returned from his vacation with fine orders and more enthusiasm than ever.

Yet it has not been in the sales department that he has made his great contribution to the stove industry of America, but rather as an executive, connected with the office and factory management, purchasing, correspondence, and directing the compilation of catalogs.

During the 90's he was made Secretary of George M. Clark & Co. and when the factory was moved to Harvey, Illinois, in 1897, he was in charge of the factory and also of purchasing. With the consolidation, twenty years ago, he became Treasurer of the American Stove Co. and moved to St. Louis, where the main office work is done. There he remains and his influence is felt through all divisions and branches of the Company.

DOES YOU CHECK UP ON YO'SE'F?

A bright little colored boy breezed into a corner drug store and asked for a telephone slug. Going to the phone, he called up Mr. Johnson, a well-to-do resident of the other end of town.

"Hello, suh," he called. "Is dis Mistah Johnson's residence?"

"Yes, this is Johnson's residence."

"Is Mistah Johnson in?"

"Johnson speaking."

"Could yo' all use a willin' cullid boy about yore place?"

"I already have a boy, young man."

"Is he theah now?"

"Not just now, but he'll be around pretty soon."

"But, Mistah Johnson," persisted the colored chap earnestly, "if yo' all could get a real good cullid boy, who would work faithful an' be around every time yo' wanted him, could you use one?"

"Not just now," replied Mr. Johnson, so the colored boy hung up and was leaving the drug store when the druggist called him back.

"I say," said the druggist, "looking for a job, are you?"

"Who? Me?" The boy's black eyes glistened and his face wreathed in smiles. "No boss, I ain't looking foh no job. No, suh. I's working foh Mistah Johnson, I am. I's jes' checking up on myse'f, dat's all."

And he breezed out of the drug store into the glad sunlight of a summer's day, fully aware of the fact that his work was entirely satisfactory to the man, who was paying for his services.

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Possibilities in Copper and Brass

Water Pipes, Screening, Builders' Hardware, Roofing, Flashings and Lighting Fixtures Only a Few of the Places Where These Metals Are Justified by Permanence and Appearance

(By Albert L. Waterman, Representative, The American Brass Company.)

THE fact is not disputed that copper and brass are supreme in many fields. While other metals have their merits, those first mentioned are more easily worked, possess beauty, resist corrosion, and their use eliminates upkeep expense.

A rather false impression has been gained by the general public, relative to the costs of copper and brass products. The man who is planning a new home is apt to inquire: "Isn't brass expensive?" or "Doesn't it cost much more than other materials?"

If he contemplates a real home, not just a house, the first cost is trifling in comparison with the difference in service. In other words,cheap materials may cost you a little less at first, but a great deal more eventually.

No other detail of house construction gets such hard, constant use as the finish hardware and certainly no other part of the house is more conspicuous than the hardware. It becomes unsightly if not wisely chosen. Picture its condition five years or more later, to get the right perspective.

Solid copper, brass and bronze hardware are the most durable, hence the most economical and satisfactory. If merely brass - dipped, the plating will wear off in a comparatively short time, thus exposing the base metal to the action of the atmosphere, and your hardware is soon rusty. You have often seen rust-stained paint, the result of imitation hardware. Similar advice applies to lighting fixtures, where the rust-resisting properties of copper, brass and bronze are nowhere more badly needed.



ALBERT L. WATERMAN

A fireman fights fire, an airman conquers air, and it is highly appropriate that a Waterman should take up the gauge of battle against the ravages of water and her henchman, rust.

This is just the life work of Albert L. Waterman, Western representative of the American Brass Co., with whose brass, copper and bronze products he combines his own enterprise, resourcefulness and imagination in making all structures and creations of man safe against the destruction of time through her agent, rust deterioration.

The qualities of permanence and continued youth in his products have been absorbed by their sponsor, at least so he claims, so that the many years he has spent in the study and service of brass look to be fewer than they are, in full view of his youthful countenance.

As a boy in New York, after he had finished his schooling, he answered an advertisement in a newspaper and became Lord High Office Draught Clerk in the metropolitan office of the Benedict & Burnham Mfg. Co. There he "went through the mill," and after a thorough baptism he was sent up to Waterbury to go through the mill in reality. There he spent several years, becoming thoroughly familiar with the production and manufacturing processes.

Since then he has worked into the sales department, and with the formation of the American Brass Co., about 20 years ago, through the consolidation of several independent mills, Mr. Waterman's activities and opportunities became larger. For some time he represented the Company in Chicago, and several years ago he elected to move on West, where he continues his service to those who seek weather resisting, ductile, easily handled and worked metal.

The American Brass Co. maintains its main offices in Waterbury, Conn., where two of the mills are located. Other mills are at Ansonia, Conn.; Buffalo, N. Y.; Torrington, Conn., and Kenosha, Wis. Recently the Company has amalgamated with the Anaconda Copper Mining Corp., and the Anaconda American Brass Ltd. of Canada operates Brown's Copper and Brass Rolling Mills Ltd. at New Toronto, Ont.

Economical Permanence of Copper Screen

Another item which usually does not receive the attention its importance warrants is that of screening. When the first rusty strand breaks the screen is doomed, thus permitting insects to invade the home. The best screens are made from copper and bronze, adding but little to the cost of screening a window.

Extensive advertising by the American Brass Company is directing attention to the use of Anaconda brass pipe for water service because it endures and insures against stains from leaking water. Corrodible pipe must be torn out at great expense, whereas the installation of Anaconda brass pipe represents an added cost to your building of less than 1%; or, to put it in another way, the difference is only $75 for a $15,000 house.

Copper Roofing Fireproof and Paintless

The new Anaconda copper roofings are being very favorably received by those who consider a roof as something more than a mere covering for one's house. They are light but strong, beautiful and proof against fire, lightning, sun, snow and rain. Their use insures perfect service forever.

The opportunity for larger sales and increased earnings, resulting from the widespread demand for "Everlasting Metals" should not be overlooked. It is essential that stocks of copper and brass sheet, wire, rods and tubes be carried by the hardware trade, as well finished products in the building lines suggested.

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The Forum



The HARDWARE WORLD is glad to extend the use of its pages to any of our readers for the discussion of any topics of interest. They need not necessarily be confined to matters of trade or business, but anything that is of interest to the country or community at large, relative to governmental policies or tendencies, may be discussed in our pages.

We do ask, however, that our readers bear in mind that the HARDWARE WORLD has no "politics" in the usual meaning of that word, and is not concerned in the welfare or propaganda of any political party as such; that in dealing with such questions we prefer to treat them on broad general lines.



While frank discussion is desired, yet we of course cannot hold ourselves responsible for the individual view of any of our readers.

MANUFACTURERS AND MERCHANTS SHOULD RECOGNIZE THEIR DUTY

Editor HARDWARE WORLD:

We are pleased to see that journals of your standing are beginning to take an interest in this very serious question of "Real Causes of the Growth of Radicalism," and we are glad to know that merchants and manufacturers are beginning to realize that they can no longer ignore their public duty in this regard.

Mr. Harrison has touched on a vital point, when he discusses the spread of radicalism, and dangerous ideas, through magazines and newspapers. There is a very large number of deliberate radical publications in this country, the greater part of which are radical for the money there is in it.

It is ridiculous that any merchant or manufacturer should support, by his advertising, such journals; and if the matter were properly called to their attention, they would not do so.

A harder task would be to get them to withdraw their support from the newspapers and magazines which are not deliberately radical, but are carelessly sensational and which are contributing in a large degree to the spread of lawlessness and disaffection, because they usually have some reputation left, and are accepted by many people as journals of standard grade.

Spending Money That Will Destroy Their Own Business and Government

Many great National advertisers entrust the selection of their advertising mediums entirely to agencies, and are not aware of the fact that their money is being spent in publications which are doing more to destroy business and government than any other single element of our social fabric.

It is to be hoped that some means can be found to direct the attention of manufacturers and merchants, advertising men and editors, to the importance of strongly supporting those publications which are constructive and upbuilding rather than those which are sensational, seditious and destructive of all the best qualities of our American society.

Yours very truly,
HARPER & McINTIRE COMPANY.
Ottumwa, Iowa. C. S. Harper, President.

FINEST OF AMERICAN SENTIMENTS

Editor HARDWARE WORLD:

It would be impossible to read the article without freely and intuitively endorsing same as the very finest of American sentiments.

Yours very truly,
A. BALDWIN & CO., LTD.
New Orleans. W. M. Pitkin.

THE KIND THE WORLD NEEDS

Editor HARDWARE WORLD:

I have enjoyed reading in your current issue "Real Causes of the Growth of Radicalism," and express the opinion that such contents as this enhances the value of the HARDWARE WORLD to us as we take it home along with other good magazines.

This article is certainly a very able treatise. I am confident that such conviction from minds of practical men are of far more importance than the words on the same subjects from others, most of whom have made only a theoretical investigation, if any. The honest conviction of an earnest man who knows what he is talking about from personal experience—well, that's the kind of stuff the world needs today.

Yours truly,
UNITED ROYALTIES CORPORATION.
New York City. L. Bordwell, President.

CALLS THINGS BY THEIR RIGHT NAME

Editor HARDWARE WORLD:

We have read this article and believe there are many things referred to in this article which are handled usually in an entirely different way. The writer is to be congratulated upon his ability to call a spade a spade and, while we do not agree with his idea in complete detail, the article is well written and should be read carefully by everyone who has an opportunity.

Yours very truly,
EMPKIE-SHUGART-HILL COMPANY.
Council Bluffs, Iowa. Fred D. Empkie.

A good many men still go on the theory that taking advantage of opportunity means taking advantage of the other fellow.

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DOMINATION BY 18% UNFAIR

Editor HARDWARE WORLD:

We are very much pleased with the article on pages 100, 101, 102 of your September issue, and hope that this will be the means of eliminating politics to such an extent that will cause other first class magazines and papers to show what organized labor is doing in this country. The idea of 18% of the working men controlling and domineering the balance of the working people!

We hope that the time will come when organized labor properly governed will be fair, and not as radical as it is today.

With kindest regards we remain yours truly,

BOETTICHER & KELLOGG COMPANY.

Evansville, Ind. Per Oscar Boetticher.

THOSE IN TOUCH WITH RADICALS REALIZE SITUATION

Editor HARDWARE WORLD:

We have read with much interest the letter written to you by your correspondent in Louisville, and to a very large extent agree with the ideas expressed.

Perhaps the average person is not inclined to believe that the situation can possibly be as bad as Mr. Harrison depicts, but, at the same time, it is hard to judge of these matters when one does not come into direct contact with the more radical members of the working classes.

We have reason to believe that our own workers are well satisfied, and it is our opinion that the average manufacturer today really has the welfare of his employes very much at heart and gives a great deal of consideration to their well-being and opportunities for self-improvement and advancement in the business.

Following in the wake of such inexcusable actions on the part of government officials as your correspondent has described on page 101, it is indeed refreshing at this time to read of the decisive action and straightforward declarations of our Attorney General in dealing with the striking railroad workers.

New York. MANUFACTURER.

It is hard to sell "run-down" property and it is harder to sell a "run-down" man.

Parents who neglect their children doubtless are greatly surprised in old age to find their children neglecting them.

What a youth starting into business should keep in mind is that honors may be very cheap, but cash is always expensive.

NEED TO AWAKEN BUSINESS MEN

Editor HARDWARE WORLD:

The article in your September issue on "The Causes and Growth of Radicalism and Anarchy" is one that should be read and reread by every business man and then passed around among his friends. Above all others, business men need to be awakened, before it is too late, to the conditions that confront our Nation.

It is no wonder that politicians seeking office cater to the vote of this noisy class, or that group, or some other organization, when business men are so derelict in their duties, so asleep, apparently unaware of the destructive seeds of anarchy and bolshevism that is being continually sown by radical "orators," teachers, professors, labor agitators and — greater in its far reaching influence by yellow journals — daily and weekly newspapers and magazines.

You might well say that if the business men do not awaken to these destructive influences to which many manufacturers and merchants are contributing, by advertising and supporting these publications known to be radical, the day will come when business itself will be destroyed.

More power to you to awaken the merchants to realize their duty in helping to combat the spread of anarchy and regard for the proper enforcement of law. Would that we had more business papers that could see their duty as you do.

DAVIS HARDWARE COMPANY.

AWAKENING BUSINESS MEN TO CONDITIONS

Editor HARDWARE WORLD:

We were much interested in reading the "Real Causes of the Growth of Radicalism."

We feel the trade papers can do a tremendous amount of good in the way of steadying public opinion and focusing it on specific sore spots as well as generally guiding it in a constructive direction. We don't feel that we have any comment to make worthy of publication in connection with this matter. Our interest chiefly being in the way to thank you for the efforts you are making to awaken your readers to conditions now confronting the country.

Yours very truly,

GREENFIELD TAP & DIE CORP.

Greenfield, Mass. Galen Snow, Advertising Mgr.

The girl who merely marries for a home usually finds she has nothing but a house.

The trouble with many merchants is that they don't know where the money goes. The subject of store accounting is a vital and interesting one.

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GET A REPUTATION FOR "HAVING IT"

Editor HARDWARE WORLD:

We look for — good business for the remaining months of the year and think the retail merchant should be prepared to take care of the demand for goods in his line.

In late years we have heard so much about "turnover" that some dealers do not keep a good, well assorted stock of merchandise on hand. We believe a buyer should be conservative and not over buy, but there is such a thing as under buying. It has always been our policy to have what the people want and we attribute what measure of success we have had to our policy of keeping up our stock. We advertise "If It's Hardware We Have It," and try to live up to it.

Many sections of New Mexico are suffering on account of a drought and the sheep and cattle men are suffering as a result. Naturally business in these sections will not be good. RAABE & MAUGER.

Albuquerque, N. M. W. C. Raabe.

FIVE DUTIES OF RETAIL ADVERTISEMENTS

The advertisements of a retail store, to obtain and hold the interest of the reader, must do five things, according to Ernest C. Hastings, New York, who addressed the retail section of the world convention of advertising clubs recently:

1. Acquaint people with unfamiliar goods.
2. Remind people of things they need.
3. Give information about goods wanted.
4. Direct people where to get the goods.
5. Educate people how to use the goods.

Translating this into terms of the store, he continued, it means:

1. Move goods out of the store by telling people you have what they want.
2. Stimulate interest in different kinds or similar goods.
3. Sustain people's interest in the store between purchases or between visits.
4. Develop a sense of value in the customer's mind.
5. Multiply the customer's buying impulse. That is, induce the buying of merchandise which will leave so favorable an impression that customers will come back to your store for their other needs or wants.

In the preparation of advertising copy, he said, department managers and others could make their advertising interesting by following an outline like this:

1. Tell how you got the merchandise.
2. What it is.
3. What it is used for.
4. What it is made of.
5. What sizes.
6. Prices.
7. Any other information that would help in telling an interesting story to the public.

Like attracts like. That applies to you.

A BIG MAN ASKS: "IS IT WORTH IT ALL?"

One of America's foremost business men said to me the other day: "D'ye know, I often ask myself these days whether it is worth it all. I mean whether it has been worth my while slaving the way I have slaved for the last forty years, working often day and night, worrying over big problems, shouldering tremendous responsibilities, striving and sweating and fretting to expand my business operations. I find myself asking what I have got out of it. Money, yes. But I could have earned what money I could need without having undertaken one one-hundredth as many responsibilities and carrying such tremendous burdens.

One thing I have definitely decided: I am not going to go on being a slave to my business. I mean to take more time to live rationally. I am going to take more time for quiet, domestic life. I am going to take more recreation so as to preserve my health. At the same time I don't feel that it would be fair to the many thousands and thousands of security holders in the properties I am identified with to quit altogether."

Well, what do you think? Is it worth it all?

My answer, briefly, is this: It all depends on what a man's underlying motive has been in building up vast enterprises. If his motive has been a narrow, personal, selfish one, then it isn't worth it; it doesn't yield final, satisfying satisfaction. But if his motive has been worthy, if his motive has been broad and unselfish, if he has been actuated by a consuming desire to do something worth while in the world, and for the world, then it is worth it, very much worth it.

I hope some of the younger men who read this will do some serious thinking on the subject, for, after all, doesn't it get right down to the roots of life and struggle?—B. C. Forbes.

THE HOW OF EXTRUDED METALS

How often we have gallantly told our customer that such and such part of the assembly was of "finest extruded metal," without having a very definite idea just where extruded metal is mined or what its co-efficient of expansion is.

To extrude is to force, press or push out. The term as applied to metals means the process of forcing material, heated to a semi-plastic condition, through dies, by the use of hydraulic power at high pressure.

Rods and bars of various brass and bronze alloys can be supplied in odd and irregular forms, constant in cross section.

Extruded rods of special shape, cut in short lengths, supersede brass castings for many uses. Long lengths are used for mouldings, etc. The rods are smooth and require little, if any, finishing.

Aspire—but also perspire.

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HOW OFTEN DO YOU TURN YOUR STOCK?

Commenting on the results obtained from a recent investigation, the Harvard School of Business finds that in stores which reported a net profit, the turnover was 2.1 times, while in the stores which reported a loss the average turnover was 1.8 times, so that there is only a very small difference between the two classes.

What does this mean?

Simply this: that a little more speeding up of the creative selling effort—a little more attention paid to the stock keeping records—a little more care in buying—will change an unsuccessful business into a profitable enterprise.

Take the second item first: More care in keeping stock and records of same.

That is really the fundamental condition, for unless you know how much you have in stock of a certain line, and how frequently that stock will turn, how can you buy intelligently, and unless your purchases are based upon the knowledge of your needs, you are bound to lose.

So stock records should be kept scrupulously correct—the amounts, quantities, dates of delivery of all purchases being entered.

Correct Buying Only Possible When You Really Know

The quantities sold should then be deducted, so that when the traveling salesman is calling there will be something definite on which to base the size of the order and the date of delivery.

By this method errors of judgment are avoided. In fact, guesswork ceases to be important a factor in buying, so far as quantities are concerned, as it may have been in the past.

Orders will not be placed for a gross when records show that by the time the salesman calls again only two dozen will be sold.

And this holds good even if there is an extra discount of 5 per cent on the gross order.

When it comes to this point, it is that extra discount for quantity which often plays havoc with the rich profit.

For example: a certain article may cost $6 a dozen and retail at 75 cents each, records showing that 20 dozen are sold in a year.

Purchasing this article in two-dozen lots means an investment of $12, and in the course of six months, ten dozen are disposed of with a total gross profit for six months, in cash, of $30, on investment of $12. If an order is placed for one gross, because of an extra discount of 5 per cent, the sales being the same—ten dozen in six months—there will be a gross profit of $30 plus $3.60, or $33.60, but part of this gross profit is represented in the two dozen unsold articles; so that the cash drawer or bank book is short just $18 minus 60 cents, or $17.40, and the original investment is $72 less 5 per cent, or $68.40.

It is easy to see in this case where the extra 5 per cent quantity discount is a very expensive proposition.

With the foregoing facts and principles in mind, the dealer can work out a satisfactory and profitable method of turnover.

Prosperity does not come by chance. It is the result of knowledge applied to business.

HOW PROFITS LEAK AWAY

Profits leak out of a business through a multitude of tiny holes. The outlets are very small, invisible, unless you know just where to look. But the loss through these leaks amounts in a year's time to a considerable sum.

Some of the very common business leaks are given below. Thousands of average small town merchants are losing money through some or all of these causes. The amounts given are very conservative estimates.

	Yearly Loss
Mistakes in invoices	$ 12.00
Mistakes in customers' bills	60.00
Loss in placating overcharged customers and in making adjustments	12.00
Failure to charge goods sold on credit	120.00
Wasted supplies	12.00
Mistakes in general figure work	24.00
Depreciation of stock and interest on capital tied up in "dead" lines	36.00
Total yearly loss	$276.00

The sum is equal to the interest at 6 per cent on an investment of $4600.

OUR CUB OFFICE BOY "WRITES UP" A GAME

The game opened with Molasses at the stick and Smallpox catching. Cigar was in the box with plenty of smoke. Horn on first base, and Fiddle on second, backed by Corn in the field, made it hot for Umpire Apple, who was rotten. Ax came to bat and chopped. Cigar let Brick-walk, and Saw-dust filled the bases. Song made a hit, and Twenty made a score. Cigar went out and Balloon started to pitch, but went straight up. Then Cherry tried it, but was wild. Old Ice kept cool in the game until he was hit by a pitched ball, then you should have heard Ice Cream. Cabbage had a good head and kept quiet. Grass covered lots of ground in the field, and the crowd cheered when Spider caught the fly.

Bread loafed on third and pumped Organ, who played fast and put Light out. In the fifth inning, Wind began to blow about what he could do. Hammer began to knock and Trees began to leave. The way they roasted Peanuts was a fright. Knife was put out for cutting first base. Lightning finished pitching the game and struck out six men.

In the ninth, Apple told Fiddle to take his base. Oats was shocked, and then Song made another hit. Trombone made a slide, and Meat was put on the plate. There was a lot of betting on the game, but Soap cleaned up. The score was 3 to 2. Door said if he had pitched he would have shut them out.

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FREEMAN A SLAVE TO CHECKING FLOOR HINGES

Here's a man who can claim kinship with every citizen of the United States, a few in Ireland, several millions more in different parts of the world, not to mention his own Welsh ancestors. For are not all free men part of the great brotherhood of which John M. Freeman is the more immediate son?

On his own testimony, he is even freer than his own blood relatives, for as a very young man he cut loose from Racine, where his father founded S. Freeman & Sons Manufacturing Co. and where his four brothers still operate the business, in which he retains an interest. He made his first Western trip in the interests of the feed cutters, machine shop equipment and boilers which the parental establishment produced. That was 33 years ago.

After two terms as City Treasurer in Racine, he again sought out the balm of the Southwest, and it was then that he conceived the idea of representing standard manufacturers for the Western territory. He had been well grounded in mechanical principles, growing up in such close contact with the factory. Noticing the new Rixon overhead door check on an office door, he took the address of the manufacturer and called on Oscar C. Rixon in Chicago. Here he made arrangements to take the line out West for the first time, and soon afterwards made similar arrangements with the Durham Manufacturing Co., Muncie, Indiana.

During the 17 years since that time his connections and friendships throughout the West have become ever more firm. Naturally he has also handled the products of the S. Freeman & Sons Manufacturing Co. through the implement jobbers and dealers. A few years ago he also arranged to represent the Milwaukee Stamping Co. on their butts and hinges, rounding out the builders' hardware lines.

Mr. Freeman has lately returned from a business trip to his factories and finds activity in building everywhere, bringing an increasing scarcity of finish hardware, with prospects for a material shortage and a rise in the market later this year or in 1923. He has lately established office headquarters at 501 Higgins building, Los Angeles, but he is likely to be found under any hardware or implement rooftree in the Western third of the United States.

E. Monro, R. W. Munro and G. F. Munro have purchased the interest of King & Paddock in the Builders' Hardware Company at Sawtelle.

A CUSTOMER YOU MAY KNOW

I scented trouble from the way
Bill Jones stormed in the store that day,
The paint brush whiskers on his chin
But half concealed a fiendish grin;
He held within his open hand
A pocket knife of our best brand,
And showed with a contemptuous snort
Where both blades had been broken short.

"How did you do it, Bill?" said I;
He grinned but did not bat an eye,
But was well primed and answered quick,
"Just cutting on a soft pine stick."
I grinned myself, I did b'jing
To hear that old familiar thing
That's heard in every hardware store
A hundred times a year or more.

I handed out another knife,
As you've done all your business life
To fellows who could tell a lie
And look you squarely in the eye.
Next day a lawyer held me up,
A rich man but an honery pup,
With a pen knife gapped just like a saw—
And I was mad but held my jaw.

I asked, "How did you gap it, Dick?"
He answered, "On a soft pine stick."
I cleared my throat, I choked, I spat
And said, "I'm sorry to hear that."
I was—but why he'll never know
Till he gets where all liars go,
And meets the millions there with Nick,
Lost whittling on a soft pine stick.

One rainy, windy, dismal day,
When April gazed on nearing May,
I found the jewel of his race—
A boy with freckled, sun-kissed face,
And honest eyes but sheepish look,
Who grinned and from his pocket took
A broken, saw-toothed, once-was knife,
I groaned and joy went out of life.

"My boy," I said, "Now say it quick,
You broke this on a soft pine stick."
"No, sir," he said, as my heart sank,
"I broke it prying on a plank."
With joy I threw my arms apart
And hugged the rascal to my heart.
"My boy," I cried, "you've saved my life,
Here, take this pearl, four-bladed knife."

"But wait," I said, "just wait until
I wrap it in a twenty bill."
Life has some wonders yet to show
And I'll confess I didn't know
A man or boy of any rank
Could break a knife upon a plank.
The only way to do the trick
I thought was on a soft pine stick.

NO WONDER HE SELLS GARDEN TOOLS AND SEEDS

A Wenatchee "Hardware World" subscriber sends us the following letter: A clerk wrote to his girl:

"Do you carrot all for me? My bleeding heart beets for you. My love is as soft as a squash, but as strong as an onion. You are a peach with your radish hair and turnip nose. Your cherry lips and forget-me-not eyes call me. You are the apple of my eye, and if we caneloupe lettuce marry for I am sure we would make a happy pear and produce a big crop every year."

McCarty Bros. have sold their store at Ashland, Neb., to S. F. Chambers.

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31 YEARS ON THE SAME TERRITORY

Editor's Note: Scott Smith has been associated with Harper & McIntire since 1887. He has been traveling on the same territory since 1891. It is a record that we believe few if any traveling salesmen can equal. In that time Mr. Smith has proven of wonderful assistance to retail dealers and has proven a faithful friend, advising and assisting in various ways. Many owe a great measure of their success to him, and his connection over this long period with one house in the same territory is its own best witness both to his character and that of the institution he so well represents. He gives his ideas here in a few words.

A Salesman's territory is very much like a big farm because he depends on his territory, the same as the farmer depends on his farm. The salesman must develop his territory the same as the farmer develops his farm in order to make a success. He must work in harmony with his customers and work for their interest, the same as the farmer must work with his soil. From my thirty-one years of experience in the same territory with Harper and McIntire company, it has always been our aim to work in harmony with our customers. To my knowledge, I never lost a customer due to ill-treatment.

I have enlarged my territorial business by always keeping in mind the thought, "What is best for my customer is also best for Har-Mac and myself." I like my customers and like to help them all I can. I would not think of overloading any of them or selling them unsaleable merchandise. That is, goods that I know they can not market in their locality. I would not be doing justice to my customer or myself if I would over-load him with such unsaleable merchandise. While on the other hand, when I sell him goods I know he can sell and make a quick turn-over, I am working to his interest and helping him succeed.

Plays Square

As the territory develops there is a demand for new goods, new lines, etc. The up-to-date jobber keeps up with the times and usually buys new goods as they are introduced on the market. He investigates before buying and usually knows that there is a demand for an article before purchasing it. This is sometimes worth a great deal to the dealer and if a new article is offered by some speciality man and is not handled by the jobber, it is well for the dealer to investigate thoroughly before purchasing a stock.

The jobber, the same as the dealer, is working for turn-over and is careful what he buys in new goods, also the hardware jobbers must stand back of his goods and please his customers. This is why I believe I have been able to stay on the same territory for thirty-one years. I have played the game 50-50 with my customers and have tried to make them successful. The larger my customers grow, the larger my orders become. "The never have to worry" customer I have today is the one who uses the hardware jobber most, and I find that the dead ones are those who unfortunately have been buying in large quantities on speciality items, and have not worked for turnover, and purchased often and regularly in small quantities.

Stick to Reliable Friend

Every dealer harvests a lot of wild oats at the end of each year and I must believe the one that has the best crop of merchandise is the one who has been buying most of his goods from his steady and reliable friend, the jobber's representative. The moral of all this, stick to your old faithful friend the jobber's salesman. He will work with you and if something goes wrong, it is his business to satisfy you. He will never double-cross you like some of the "Get rich quick" salesmen who may happen along. Most of my customers are loyal to Har-Mac, we are confidential friends and we are not afraid to go to one another for advice, nor do I doubt any of them when it comes to a complaint. We always get together on what is right.

JOBBERS-MANUFACTURERS CONVENTION

The next conclave of universal importance in the hardware world is the joint convention of the American Hardware Manufacturers' Associations and the National Hardware Associations, which will be held at Atlantic City the week of October 17th to 20th.

Manufacturers and jobbers from all over the United States are now making their reservations for the different Atlantic City hotels and any further information may be obtained from Secretary F. D. Mitchell, 1819 Broadway, New York City, or Secretary T. J. Fernley, of 505 Arch street, Philadelphia.

The automobile accessory branch of the Jobbers' Association will have headquarters at the Ambassador, where an exhibition will be held commencing October 16th.

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FILE RAILWAY CLAIMS WITHIN FOUR MONTHS

I have frequently discussed, for the benefit of all classes of business men, the law governing the bringing of claims against railroads for lost or damaged goods. Every reader hereof who ships freight or receives it knows that his bill of lading contains a time limit for the making of a claim and the bringing of suit if the claim isn't settled. Since it is a favorite practice of railroad companies to jolly claimants along until the time limit has expired, and then refuse to pay, it is important to know every phase of the law on the subject.

The United States Circuit Court of Appeals has just decided a most important case brought by the Gillette safety razor people against the Director General of Railroads. It makes clear one phase of the law of railroad claims which I do not remember writing about.

The Gillette people shipped merchandise from Massachusetts to their own order in New York City. It was never delivered, and suit was entered against the railroad. The latter defended on the ground that the bill of lading required a claim to be filed within four months, whereas claim had not been filed at all. It seems that the Gillette people simply brought suit without filing any claim at all, and the railroad's position was that a claimant must first file claim and if he did not do so within four months, he could not bring suit afterward.

The case finally got up to the Circuit Court of Appeals, which affirmed a judgment for the railroad, and made it very clear under what circumstances a railroad company could escape paying for goods which it had lost en route.

The decision was based on a provision in the new Federal Act of 1915 which, in order to put a check on railroad companies, provided that a carrier must issue a bill of lading under which it would be liable to the lawful holder thereof for loss, damage or injury to the property covered by it. Also making it unlawful (here is the important part)

"to provide by rule, contract, regulation or otherwise a shorter period for giving notice of claims than ninety days, and for the filing of claims of a shorter period than four months, and for the bringing of suit for a shorter period than two years, provided, however, that if the loss or damage complained of was due to delay, or damage while being loaded or unloaded, or damage in transit by carelessness or negligence, then no notice of claim nor filing of claim shall be required as a condition precedent to recovery.

The court applied this provision and laid down the rule explained below, which is of great importance to every shipper or receiver of freight:

Say goods are lost or injured en route, and are delivered to the consignee damaged, or not delivered at all. If notice of claim is filed with the railroad company within four months, as it always should be, whether the company claims to be looking the matter up or not, and suit has to be brought, you won't have to show negligence on the railroad's part at all; in fact, you won't have to show anything except the shipment in certain quantity, or condition, and the delivery in different condition, or non delivery. That is because a railroad company, which is under pay to transport goods, is practically a guarantor of their safety and condition. If lost or damaged, the burden is at once thrown on the railroad to excuse itself.

But if claim has not been filed in four months, the situation changes, much to the advantage of the railroad and to the disadvantage of the claimant. In that case you must actually show that the loss or damage was due to the railroad's negligence, or to the railroad's undue delay, or to something occurring during loading or unloading. As the claimant almost never has such information in his possession, you can see how it handicaps his case not to file his claim within four months. The whole thing hinges on the time of filing the claim. If it is filed within four months, you don't need to know or prove how the loss or damage occurred. If it isn't filed within four months, you must prove when or how the loss or damage happened, which usually you can't do. The Gillette people didn't file their claim within four months, therefore when they sued they encountered this rule and the court held that they had lost their right to damages unless they could show that their goods were made way with (1) because of the railroad's delay, or (2) because of the railroad's negligence en route, or (3) because of something occurring during loading or unloading. This they couldn't do, so lost their case.

It might be that in some cases the claimant could get by in his suit—even if he hadn't filed a claim within four mouths—merely by showing the railroad's failure to deliver, but the one safe way to protect yourself, in every possible contingency, is to file your claim within four months, even though your claim seems certain to be settled almost immediately.

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A BUSINESS METHOD MUCH BETTER THAN PARTNERSHIP OR INCORPORATION

(Copyright by Elton J. Buckley.)

I want to say something in this article about a new method of transacting business which is attracting the increasing attention of lawyers all over the country, and through them the attention of business interests, both large and small. The plan is a successful and very advantageous substitute for both partnership and incorporation, and is adaptable to all kinds and degrees of business except the one-man style, and very small enterprises.

The plan is called the "Common Law Trust," and it shouldn't be called new at all, for it is really quite old. It has been only recently, however, that it has been thought to be adaptable to ordinary business. It is not founded on any state or national law, but on the old unwritten common law right of men to transact business through trustees.

I said the Common Law Trust was an acceptable substitute both for partnership and incorporation, meaning that it will operate equally as well without the disadvantages to which partnership and incorporation are subject. What are those disadvantages? Well the chief disadvantage of partnership are, first, that your partner is your legal agent and can make contracts which will bind you; second, that you are personally liable for the firm debts, even to the limit of your personal fortune and, third, that you can't sell your interest without your partner's consent.

The disadvantages of putting your business in the form of a corporation are even more numerous. The first is not the heaviest, but is still a disadvantage, particularly before a jury if you are engaged in litigation. It is the prejudice that a lot of people have against corporations; second, the inconvenience and expense of doing business in other states. Wherever you go you must register and pay fees and taxes; third, the espionage that both the state and the nation exercise over corporations nowadays; fourth, the necessity of filing periodically reports of various kinds; fifth, the excessive taxes which corporations usually have to pay; sixth, the heavy bonus fees that have to be paid for the privilege of doing business as a corporation; seventh, the fact that you are limited as to what business you can do by the limitations of your charter.

Every one of these disadvantages is overcome by doing business as a Common Law Trust, and at the same time it retains every advantage that can come either from partnership or incorporation, including personal immunity from firm debts, which sends so many people into incorporation.

In a nutshell, the idea of the Common Law Trust is based on the theory that business men may do business through trustees, under the common law, without state leave or leave from anybody; that they do not need to be incorporated and that when the thing is once functioning, neither the owners of the business nor the trustees are liable for the debts of the business. The only liability is against the capital of the business, as in a corporation.

Common Law Trusts are organized something after this proposition: Say that four men want to do business together. Ordinarily they would form a partnership or incorporate. Two of the number are to be the active heads. The whole four transfer to these two the property, capital or what not, which constitutes their contribution to the firm capital. The two then execute a declaration of trust, setting forth that they hold what has been transferred to them in trust for the whole four. The trustees run the business either themselves or through somebody whom they appoint. Each person, in exchange for what he puts in, gets a "beneficial share," which can be sold like a share of stock.

The declaration of trust must be filed like any other declaration of trust, but outside of this there are no reports to be filed, or anything else done which an individual wouldn't have to do. Up to now there are no restrictive laws against Common Law Trusts, and no laws taxing them as associations. They pay precisely the same taxes as an individual. They can go from state to state exactly like an individual, without paying any bonus or entrance fees, or any foreign state taxes. All contracts made by the trustees are made in such a way that the other party can't come either on the trustees personally or on the owners of the business; he must look to the capital for whatever claim he has, exactly as in the case of a corporation.

The cost of forming a Common Law Trust is but a small fraction of the cost of forming a corporation in most states. In Pennsylvania, for instance, the cost of incorporating a $10,000 corporation can be as much as $500, depending, of course, on the work to be done. The cost of forming a Common Law Trust in the $10,000 class would be nothing like that, and the taxes would be smaller from the start.

Any business that can operate as a partnership or corporation can also operate as a Common Law Trust, more efficiently, more economically, more comfortably and more safely than in either of the other ways. Some of these days the legislatures may decide to hamper or restrict this easy and economical method of doing business, but not one of them has done it yet.

DANGER IN BOTH EXTREMES

Editor HARDWARE WORLD:

From our viewpoint, judging from our particular territory only, it would be our idea to keep a well assorted stock, but to be careful not to over buy. It is our opinion that some firms, both retail and wholesale, have been as much too conservative in the last two or three years as others have been the opposite. Yours truly,

McLENDON HARDWARE COMPANY.

Waco, Texas. J. W. Tabor, Mgr. of Sales.

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PASSING OF JOHN C. BRITTAIN

After three years of battle with ill health and accompanying mental anguish, John C. Brittain, vice president and one of the organizers of the wholesale firm of Sloss & Brittain Co., passed away September 11 at San Francisco.

Mr. Brittain had been active in the hardware life of the Far West for nearly 35 years. He was a native of Canada 54 years ago and had his first taste of the business at Toronto. Making the big jump to California in his late 'teens, he quickly identified himself with hardware again. In the early nineties he became salesman for Miller, Sloss & Scott and is remembered by his contemporaries at that time as a careful, keen, well-posted, active hardware man from the start.

In 1900 he became hardware buyer for the firm and a stockholder, and when the Pacific Hardware & Steel Co. was formed, in 1902, he continued buying for the enlarged concern. In 1908 with his brother, J. N. Brittain, he formed Brittain & Co. in the retail business. The later firm of Butler & Brittain was a forerunner of the present firm of Sloss & Brittain, which was formed eight years ago.

During his years of service in helping to supply hardware to the growing West, Mr. Brittain was widely known and admired for his sterling qualities and ideals, his tremendous capacity for work, his strict business faith and his keen judgment of the value of goods.

To Mrs. Brittain, his two daughters, Miss Jeannette and Miss Hatherly, his good brother, J. N. Brittain, Joseph Sloss and his other business associates we extend our sympathy for the loss in which we all share.

J. W. West has purchased the E. J. Riegel Hardware Company at Rock Rapids, Iowa.

Crystal Lake Lumber & Coal Co., who handle building material and hardware, have incorporated at Crystal Lake, Ill.

Teton Hardware Co. at Teton, Idaho, recently incorporated with a capital stock of $30,000 with Walter Riggs as manager.

Roy Peterson and Dwight P. Anderson have fitted a certificate of co-partnership, conducting business under the name of P. & A. Hardware Company at Exeter.

AMERICAN WIRE FABRICS CO. SOLD TO WICKWIRE SPENCER STEEL CORP.

It will no doubt come as a surprise to the hardware trade to learn that the stockholders of the American Wire Fabrics Co. have sold their holdings to the Wickwire Spencer Steel Corporation, of which T. H. Wickwire, Jr., is president. Both the buyer and seller realized that they could be useful to each other. The Wickwire-Spencer Steel Corporation produces not only its raw materials but a varied line of wire products which go to the hardware trade, while the American Wire Fabrics Co. have confined their production almost entirely to screen wire cloth. This consolidation will give the trade better service on the various wire products.

The American Wire Fabrics Co. was organized in 1911, and originally comprised the following factories: American Wire Cloth Co., Clinton, Ia.; National Wire Cloth Co., Niles, Mich.; New Freedom Wire Cloth Co., New Freedom, Pa.; Pennsylvania Wire Cloth Co., Mt. Wolf, Pa.

Later on the Company bought the machinery and equipment of the Standard Wire Cloth Co., Glen Rock, Pa., and the Pittsburgh Wire Cloth Co., Pittsburgh, Pa. These plants have now all been consolidated into two, one at Mt. Wolf, Pa., and one at Blue Island, Ill. The latter plant is new throughout and is considered the best wire cloth plant in the world.

It has been stated that the Fabrics Company itself could produce 150,000,000 square feet of wire cloth with the equipment they now have installed. Their business has grown steadily and the season just closed shows the largest year in the history of the Company. They have sold their product in all the states and in many foreign countries.

It is authoritatively stated that the American Wire Fabrics Co. will continue to do business as heretofore, and that the personnel will remain the same. The officers and board of directors were as follows: C. K. Anderson, president; C. L. Hoff, vice president; W. F. Harrah, vice president; C. S. Rohrbaugh, vice president and general superintendent; M. N. Gilbert, secretary-treasurer. Directors: Geo. A. Wolf and Wm. H. Ottemiller.

The sales organization was composed of the following: L. G. McDonald, sales manager; John D. Stodder, assistant; T. E. Richards, manager New York office.

A later announcement will be made as to how the various goods will be marketed, but it is understood that the two companies will operate separately for the coming year.

The American Wire Fabrics Co. have made a complete line of screen wire cloth, fanning mill cloth, sifter cloth, pullman cloth, and many other items. Their principal brand is American and their largest specialty is Galvanoid, electro zinc plated after weaving, their production on this one item being as large as all others combined.

Dunlap Hardware Company has engaged in business at Dunlap, Tenn.

W. C. Miller Hardware Co. are successors to Miller & Kroft, at Akron, Ind.

G. F. Gardner has purchased the hardware business of Fred Welp, at Blairsburg, Iowa.

James Meneeley has purchased the hardware business of Fred C. Carroll at Armington, Ill.

Shuirman Hardware Co. has purchased the hardware business of E. W. Holbrook at Charles City, Iowa.

E. A. Stone has purchased the hardware store of George Menagh Sons Hardware Co. at Denison, Iowa.

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GETTING A SHARE OF RADIO SALES

This view of the front of the Porter Avenue Hardware Co. at San Fernando fairly breathes life into the black and white of our page, so eloquently does it bespeak the enterprise of the proprietors of this business.

The announcement of a daily radio concert shows that these merchants are going after their share of that served-on-a-platter custom. They must have a man in the store who is himself a radio enthusiast and qualified to understand the "nuts" and help the "fans." They have a receiving set in constant operation, and they are making everlasting friends of the small boys as well as the grown-ups with a play fever.

With second sight and a strong glass we would see in the left display window a complete camp, showing all outdoor, hunting and fishing goods carried in stock. It made many a sale this summer and fall, as it was changed and carried along.

The right-hand window shows a complete kitchen with gas range, cooking utensils, and a refrigerator with ice and eatables just as they would be in the home. Increased sales of the very items shown immediately responded to this display when it was put in and continued as it was maintained.

H. G. Muegee and Fred Westman are the enterprising proprietors of this business, and they handle a complete line, including cutlery, household goods, paints and oils and pipe and fittings. Mr. Muegge testifies, "We know that a good window display makes us money."

"THE RADIATOR WITH A BACKBONE"

is the descriptive slogan given to the Atlas Radiator for Ford Cars, manufactured by the Steidle Mfg. Co. of Cincinnati.

The slogan is derived from the patented construction which really provides a backbone to the radiator. The backbone consists of a heavy steel bar which is formed integral with the bracket supports and makes a frame of considerably greater strength than the brackets and bottom plates ordinarily used. There are no rivets through or plates brazed to the brass bottom tank to pull loose or cause leaks.

Such a backbone construction actually ties the Ford frame together where the radiator is mounted on the chassis. Spread of the car frame is prevented and strain on the walls or core of the radiator, due to road shocks, is eliminated.

In addition, the Atlas has a honeycomb brass core with a water volume three times greater than the standard tubular type. The expanding brass core minimizes the danger of bursting from freezing, while the extra water volume and thin stream used brings greater cooling efficiency.

The shell of the Atlas is finished in two heavy coats of black japan, with the core in rich gray enamel. A nickel-silver bar cap is furnished as standard equipment.

E. C. DeMerritt & Son have purchased the hardware business of Wilson & Stoffer, Clayton, Michigan.

PASSING OF CHALMERS M. KING

Within the last month was mourned the passing of one of the widest known and most popular members of the hardware trade of America, Chalmers M. King, for a quarter of a century sales representative of the McKinney line for the entire United States, and assistant secretary of the Company.

Mr. King enjoyed an acquaintance in the trade exceeded by no one, and in his many years of traveling he had come to be called "the Jobber's Friend."

Mr. King was within one day of his seventy-fifth birthday when he passed away at his old home near St. Clairsville, Ohio. Before his connection with the McKinney Manufacturing Co. he had served in the Internal Revenue Service for the Government. Mr. King never married and is survived by two brothers and several nieces.

AT THE END OF THE RAINBOW

There's a pot of gold at the foot of the trail, that's what the story says. Those who would find it must travel far with unbounding strength and unfaltering courage.

The pot of gold spells happiness, that's what the story says. Different things it means to different seekers. Some who strive for the goal would lift the lid and find health—that means happiness to them. Others would find the mythical pot filled with wealth to gratify their ideas of contentment. Some would seek gratification of ambition.

There are various ways and paths along the rainbow trail for the various seekers after happiness. They travel the road of pleasure, of spending, of sport and fame and ostentatious display.

There are no rocks in the path of the rainbow trail—trouble and sorrow and pain, woes and heartaches, doubts and fears that obstruct the traveler's way. He stumbles and falls in his search after happiness. He loses faith in God and man, and cries aloud that there is no happiness—only injustice and suffering.

And yet they go on from the dawn of life to the twilight, always seeking—seeking—and then they find—those who persist—and reach the pot of gold at the end of the trail, that is filled with Love—just Love—not money, nor fame, nor pleasure, nor any of the other magic spells that had lured them on—but just Love—mother love, father love, love of sweetheart and husband and wife; love of friends and brotherly love—but just Love, that spells happiness at the foot of the rainbow trail.

If asked for information, be sure you have it before you give it. Do not assume that the location or fact is so now because you once thought it so. Don't misdirect. Make your directions so clear that they will be a real help.

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Enterprising Merchant's World Trip

A. Z. Wells, President of Wells & Wade, Tells of Four Months' Journey With His Family Through Europe, the Near East, the Holy Land and Egypt.

Editor's Note: Mr. Wells is one of those progressive merchants whose organizations are so complete and whose businesses are in condition to permit leaving them to guide the family on a trip abroad. Such a trip is in every sense the reward of enterprise, hard work and long years of thrift, and it is on these terms that the privilege has come to Mr. Wells, one of the leading merchants of the Northwest.

At our request Mr. Wells has sketched the course of his journey and indicated a few of the impressions of a good hardware man on the conditions met on foreign shores. We know that our readers will join us in the feeling that we are all privileged to view these scenes through eyes of our kind, thanks to Mr. Wells' enlightening account and his fine pictures, which we are also proud to reproduce.

Editor HARDWARE WORLD:

Mrs. Wells and the writer left the Hardware Dealers' Convention in January and attended the Apple Shippers' Convention at Chicago; then on to Pittsburgh, Washington and New York. On February 4th we sailed on the "Empress of Scotland," a ship of 32,500 tons displacement, 900 feet in length, with a passenger list of 831, and had a very calm sea all the way over.

Our first stop was at the Island of Madeira for one day, then on to Cadiz, Spain, where we took a side trip for two days into Seville, Spain, visiting the wonderful Cathedral, Alcazar, and other interesting points, returning to the ship to sail next for Gibralter, where we had free access to the fortifications. This was most interesting on account of the extensiveness of the tunnels, galleries and armament.

Leaving Gibralter, our next stop was at Algeria, in Algiers, where we remained a short time, steaming next for Athens. We spent two days in Athens, visiting the Acropolis, Parthenon and other historical ruins which we have all read of in Ancient Grecian history.

From Athens we steamed through the Dardanelles into the Sea of Marmora and to the City of Constantinople, where we spent two most interesting days, visiting the Mosque of St. Sophia, the world-famed Bazaar, and crossed the Galata Bridge connecting the old City of Stamboul with Pera, or Constantinople proper. This bridge spans the Golden Horn, where it is said that all the nations of the world meet each hour of the day. From the motley crowd we encountered, I am convinced there is some truth to the legend.

Five Days in Palestine

Leaving Constantinople, we steamed through the Bosphorus into the Black Sea, returning the same day again through the channel and were out at sea once more, headed for Haifa, which is the port of entry into Palestine. We had a side trip through Palestine of five days, visiting Mt. Carmel, Nazareth, Cana of Galilee and Tiberius the first day. We took a boat at Tiberius and had a short cruise on the Sea of Galilee, returning from there to Nazareth, where we remained over night.

The next morning we headed our automobile south, crossing the Plain of Esdralon and through the town of Nablous, which is the home of the Samaritans. (Incidentally, the Samaritans are a fast disappearing race, there being only about eighty living at the present time.)

At Nablous we visited the Samaritan Tabernacle and were shown what is claimed as the oldest copy of the Pentateuch in existence. It is certainly very old, being written on parchment, in Arabic, and looks as if it had seen many, many centuries pass into history. Shortly after leaving Nablous we passed within a few yards of Jacob's Well on our way to Jerusalem.

Jerusalem is a city of about 60,000 people, the old part entirely surrounded by a high wall which stands in perfect condition, and is the only walled city we saw where the walls are intact. In Jerusalem we visited Mt. Moriah, Mt. Zion, Mount of Olives, the Garden of Gethsemane, Church of the Holy Sepulchre, Calvary, and many other places that we have all read about in the Bible.

King Solomon's Underground Quarry

We also visited in Jerusalem the Mosque of Omar, which is built on the site of King Solomon's Temple, and also King Solomon's Quarry, which, to my surprise, I found underneath the City of Jerusalem itself instead of an open cut in a hill or mountain as I had pictured it would be Another place of interest was the Jews' Wailing Place, which is just outside and a part of the wall of the city.

We spent a day outside the city in the surrounding country, visiting the Church of the Nativity in the town of Bethlehem and many other points. From the higher hills we could see the River Jordan and the Dead Sea. We found the City of Jerusalem and all Palestine most interesting on account of their customs, dress and speech—quaint and different from anything we had encountered up to that time.

Egypt and the Upper Nile

We returned to our ship, steaming for Alexandria, Egypt, where we transferred to trains and left immediately for Cairo, 150 miles up-river. From Cairo we went by train to Luxor, about fourteen hours' railroad trip, where we transferred to a river steamer for Assouan, which is a two days' boat trip.

Arriving at Assouan we visited the Temple of Philae and the small town of Shelal, and also crossed the Assouan Dam, which is a mile and a quarter in length and 130 feet maximum height. This is a very wonderful piece of engineering and construction, the Dam appearing to be wholly constructed from hewn red granite, with perfect proportions, and its architecture makes its appearance quite artistic. Returning by boat, we visited the ruins at Komombo and Edfou, returning to Luxor, where we remained for three days, visiting the ruined temples at Luxor and Kamak, which is three miles distant.

Stupendous Temple at Kamak

The Temple at Kamak is a most stupendous structure, its proportions almost beyond conception. The first hall one enters is 338 feet in length, 170 feet in width, and the roof is supported by 134 stone columns that are 33 feet in circumference and 80 feet high. All the side walls and columns are inscribed with historical hieroglyphics, many of them having been painted, and it is surprising how the color has remained, although the temple has been constructed for about 5000 years.

One passes out of this first hall into another of almost equal dimensions, until a series of seven of these wonderful rooms have been entered. There is also an open court, near the center of which stands a solid granite obelisk, polished and inscribed from top to bottom, the dimensions of which are about 10x14 feet at the base and 99 feet tall.

This is one solid piece of granite that has been standing since the temple was built and appears to be in the same perfect position today as when erected. I wondered as I looked at this stone, weighing many, many tons, how and under what conditions it could have been taken from the quarries, transported about 250 miles, and erected on a foundation that would withstand earthquakes and the elements for thousands of years.

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Water Hand Lifted for Irrigation

From Luxor we also visited Thebes, the Tombs of the Kings, the Colossi, and other historical and interesting places.

The irrigation of the Nile Valley from the mouth of the river to Assouan, a distance of 730 miles, is practically all done by lifting the water by hand from the river and relaying it four and five times before getting it to the level of the river bank, where it is carried in what looked like adobe flumes to the fields, which extend from one-half to three miles from the river bank.

Returning to Cairo, we visited the Museum, the Citadel, the Mosque of Hassan, and several other places, returning after twelve days in Egypt to the ship, our next destination being Naples, Italy, where we visited the interesting places of the city, also spent one day in the Ruins of Pompeii.

While there, of course, we were at the foot of Vesuvius, from which a heavy smoke is constantly pouring. We also saw the volcano Stromboli at night in active eruption, the flames shooting high in the sky, with molten lava running down the side of the mountain, a sight one can never forget.

Leaving Naples, we were on our way to Rome, where we visited St. Peter's Cathedral, the Vatican, and saw all and were on some of the "Seven Hills of Rome." We also visited here the Forum, the Pantheon, the Collisseum, the old stone aqueduct, and were very sorry indeed we did not have another week here, for we found Rome most interesting.

Italy, France and Central Europe

Returning to the ship, our next stop was at Villafrance, where we had five days, visiting Monte Carlo, Nice and many of the most interesting places on the Riviera. From there we went through France by train, stopping at Lyons, finally reaching Paris, where we remained for ten days, visiting the many sights of this wonderful city.

From Paris we crossed the Channel to London for a week, where we had a very interesting stay. Leaving London, we crossed into Holland, and from there into Germany, reaching Berlin, where we remained a week. Here we visited the former Kaiser's palace, also his Potsdam Palace, which is about two hours' automobile ride from Berlin. Both palaces are magnificent and as fine as artists and architects could make them.

We found Germany and Berlin intensely interesting and were sorry, after a week's stay, to leave our good hotel and splendid service for Belgium, in which we made a short stay; then on to Paris again and after a



A HARDWARE MAN IN THE HOLY LAND

We presume that the "Wells" Rebecca visited were ancestors of the Wells who returned the visit. Tiberus is seen across the Sea of Galilee, and above a view of the modern hotel at Tiberus. At the right the Virgin's Fountain at Nazareth, and below it an old olive tree in the Garden of Gethsemane. The "city" pictured in the lower left sprang up over night to house Jewish refugees. Excellent opening for a builder's hardware business here, but a glance at the type of country might suggest a more promising location for a metropolis.

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couple of days more in that city, took the train for Cherbourg.

France a Terrible Sufferer

We visited the war zone at Rheims, where we had an opportunity to see first-hand the terrible destruction following in the aftermath of war. Rheims was a very beautiful and prosperous manufacturing center with a population of about 70,000, but it is almost wholly a mass of grey stone skeleton walls and ruins, the results of terrific bombardment and fires which destroyed everything of an inflammable nature. Some re-building is going on, but it will be many years before the city can be rebuilt, owing to the confusion that exists on every hand.

Practically every building in this city shows the effects of the intense bombardment and some of the larger manufacturing structures are simply shot into great piles of rubble stone. The wonderfully beautiful Cathedral, a structure known all over the world for its beauty of architecture, sculpture and historical associations, has been tremendously damaged and, although feeble attempts are being made to repair it, it can never be made as beautiful as it once was.

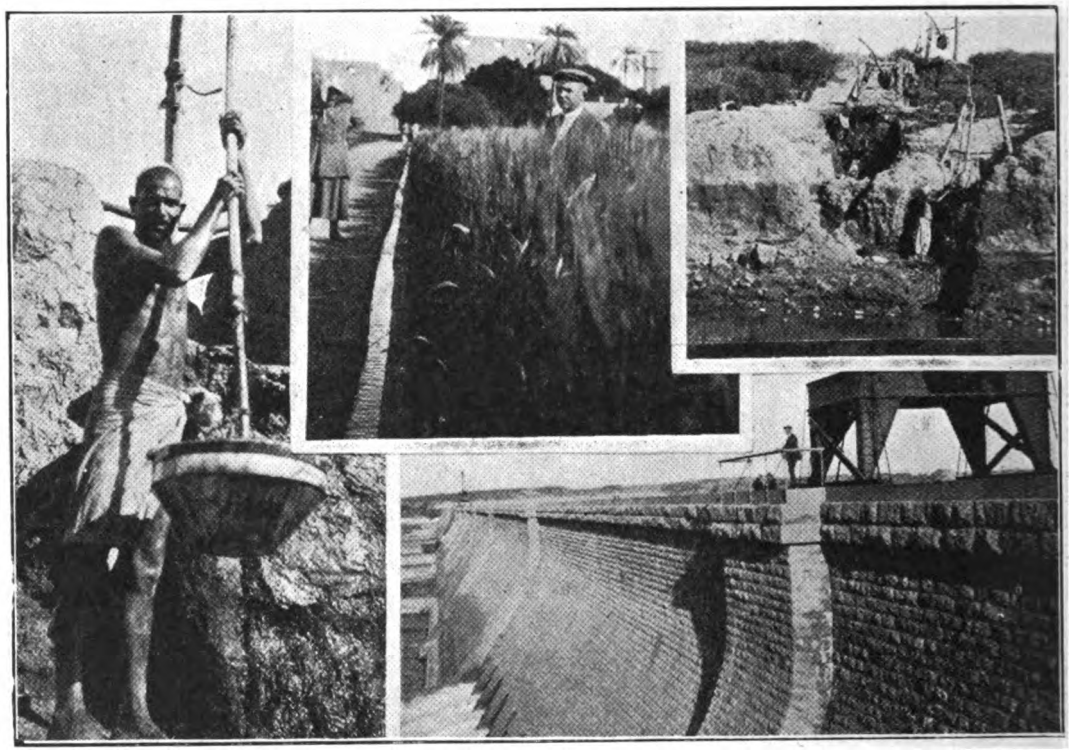
Not only has great holes been shot through the roof, through the sides, through the walls and towers, but the building and its contents were set on fire and the destruction seemingly made as complete as possible.

Typical of Hundreds of Former Factories

We were shown destroyed stone walls of great dimensions which, we were told, before the war were among the largest glass manufacturing factories in Europe, employing thousands of people, but their destruction has been so complete that it is impossible to follow the outline on which the original building formerly stood.

On our way from Rheims to Hill 208, which was an intensely fortified German stronghold, we passed through a farming district which was covered during a long period with trench systems, dug-outs, etc. The larger part of the farms where the trenches existed have been reclaimed and crops are growing on the land, but the white chalk that still shows in a scattered way on the soil designates the lines where trenches were located.

One very distressing sight one sees on this trip are the thousands of white and black wooden crosses—the war cemeteries—the white marking the graves of the allied soldiers and the black those of the Germans. These cemeteries are on every hand and are well kept, evidence of a wreath of flowers showing on almost every allied grave. Hill 208 was most interesting, but to briefly describe it and its fortifications is beyond my ability to do.



INVESTIGATING POSSIBILITIES FOR A PUMP AND ENGINE BRANCH ON THE NILE

Wells & Wade are extensive dealers in pumps, engines and irrigation machinery, and it is rumored that one of the objects of Mr. Wells' trip to Egypt was to investigate the possibilities of installing a branch at Cairo. If his live-wire sales department was once turned loose on these "red hot" prospects, the Sahara would become one vast apple orchard.

On the left, 1922 model Egyptian 1 m. p. (man power) pump working under full head; upper center, Mr. Wells in the midst of a fine stand of barley with the ruins of the Temple of Kamak in the background; the open flume or ditch of adobe on the left is typical of Egyptian "corrugated culverts and canals"; water is thus carried to the fields which flank either side of the river in a strip from one-half to three miles broad, stretching for 750 miles between the Assouan Dam and the Delta.

Upper right: Completely equipped pumping plant and typical irrigation system, showing that any merchant of pumps, windmills, engines and irrigation supplies has thousands of potential customers in North Africa if he will only solicit them and do a little "missionary work." The buckets shown in the view on the left are suspended on pivoted, balanced poles, crane fashion. The first man fills the bucket in a pool, raises it and swings it to the man above, who empties the water into his bucket, which is raised and swung in the same way to the next level. It is often poured, lifted and swung in this way four or five times until what is left is poured into the adobe ditch.

Lower right: Assouan Dam, at the first cataract of the Nile; built by the British as a flood control instrument, one and a quarter miles long and 130 feet high. As Mr. Wells stood there by the railing looking down the river toward the mouth, 730 miles away, he was contrasting the progress represented by the dam with the old order represented by the breech-cloth and bucket water-lifters which line the banks.

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ATLAS

FOR FORD CARS

The Radiator with a Backbone



The strongest radiator for Fords made — because it is the only radiator with this patented construction.

This patented construction positively ties the Ford frame where the radiator is mounted on the chassis.

Add the other Atlas features — increased cooling surface and expanding brass honeycomb core — and it is not surprising that jobbers and dealers proclaim it the biggest seller among Ford replacement radiators.

Write for Details

STEIDLE MFG. CO.

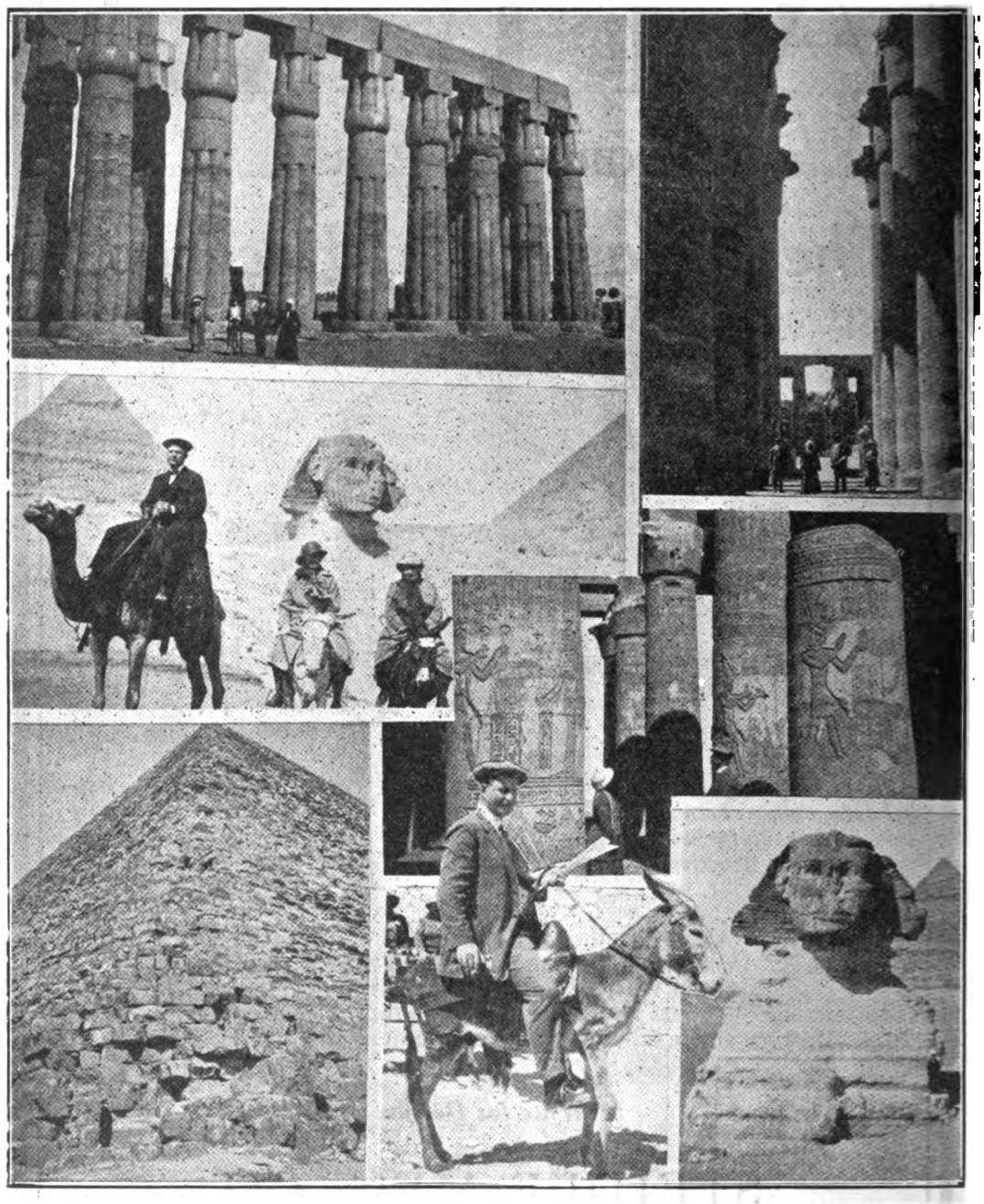
CINCINNATI

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There are, however, in place, in front of this hill many sections of German barb wire entanglements. There are also in the fields of grain in adjacent territory immense mounds of "rolled up" barb wire, some of which are as large and high as a good sized business block. How and where final disposition of these accumulations of barb wire is an unsolved problem.

Many, Many Years Before France Can Be Rebuilt

The impression one gets of the war area of France is that it must necessarily take years, possibly generations, to rebuild the towns and industries, and the feeble though heroic attempts of the native French, of these destroyed towns and counties are putting forth, commands the highest admiration and sympathy.



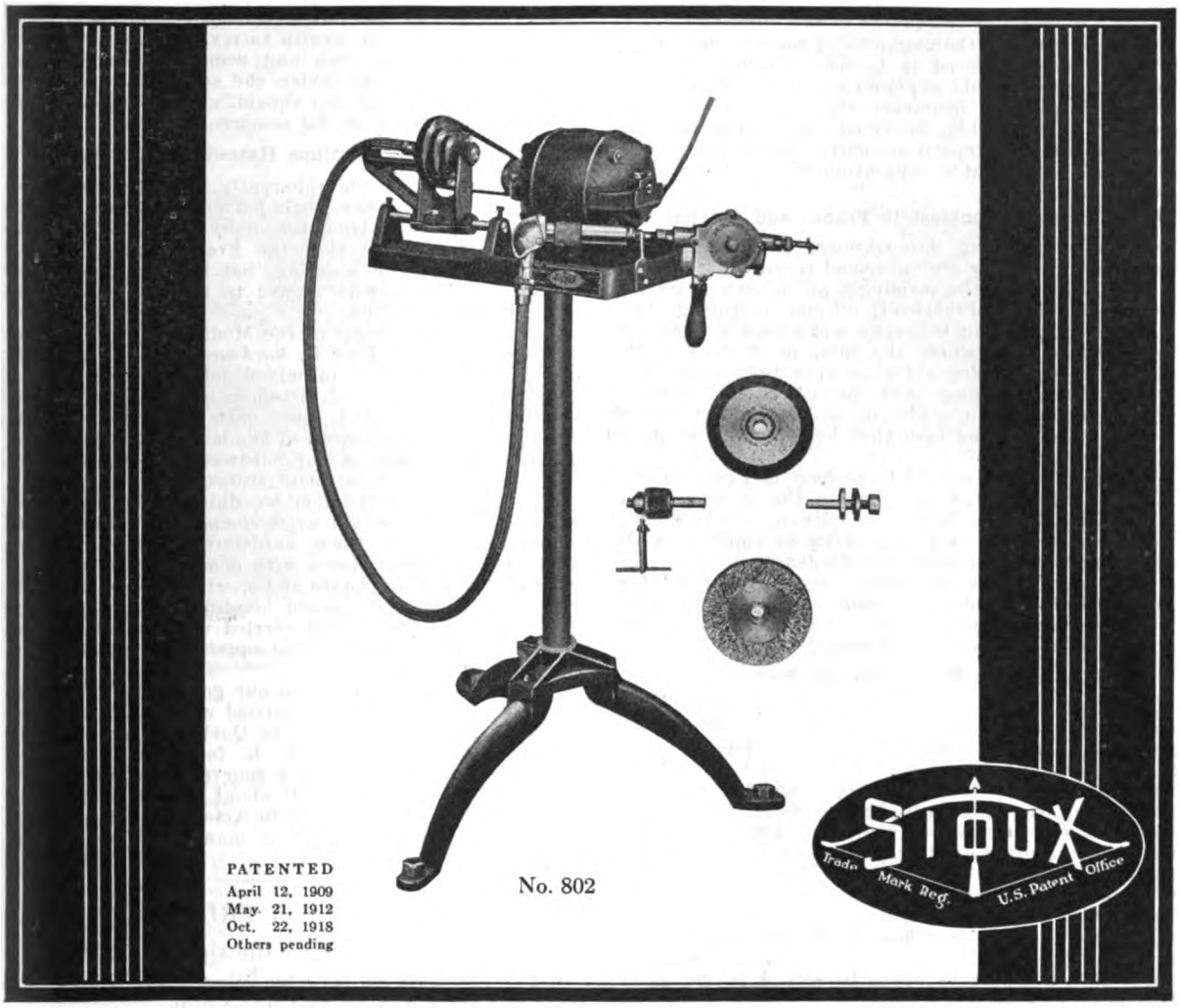
THESE BUILDERS USED NEITHER RE-ENFORCING BARS NOR "PITTSBURGH PERFECT"

When Napoleon stood where an obliging camel has led Mr. Wells and his party, beside the Sphynx and the Great Pyramid, he is said to have exclaimed: "Forty centuries look down upon us."

Ancient builders used neither steel nor heavy hardware, and Mr. Wells would have engaged in another line of business had he been a builder of Pharoah's, rather than the Inland Empire. The world will never know how these pre-historic artisans transported and placed the massive stones and columns of the Temples of Luxor, Kamak, Thebes and Komombo, shown here. Some idea of the proportions may be gained by discovering Mr. Wells in the lower left and right corners. Bear in mind that he is a big man, physically as well as from a merchandising standpoint.

The author of this interesting account, to whom we are also indebted for these views, is seen in the center at the wheel of his Suez Packard with the hand accelerator doing double duty.

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Takes the Tool to the Work

TRANSMITS the power at point where you want it. Has unlimited uses in every shop. Handy for getting under car or working in cramped quarters. No need to take car apart. Can be driven by an electric drill ½-inch capacity or more, or direct from line shaft, lathe, drill press, emery-wheel stand, or any power that will drive shaft at a speed of 1,000 to 1,725 r. p. m.

Is especially adapted for Emery Wheel Grinding, Drilling, Reaming, Polishing — for Tire Buffing work in Tire Repair Shops and for Valve Grinding. Has a three-speed pulley and a control that enables you to stop and start at will the tool being used.

Liberal Discount to Dealers

If you are interested in cutting your shop costs, get full particulars on this convenient tool for shop work. Your jobber can supply you with literature, or write us direct and we will send it to you post paid.

Sold by All Live Jobbers

ALBERTSON & CO.
Sioux City - Iowa

SIOUX FLEXIBLE SHAFT ATTACHMENT

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France Fully Justified in Her Demands

The extent and thoroughness of the war devastation which France suffered is to one who has seen this destruction, plausible explanation of the French government's positive insistence that peace negotiations, in so far as possible, be fixed on a basis that will never permit of a repetition of this havoc and that the German government's reparation should be made in full.

A Striking Contrast to France and Belgium

exists after crossing into Germany, where the cities, towns and countries are unharmed from war waste, and I was surprised at the seemingly prosperous activity of German factories. Practically all manufacturing plants were in operation in Germany and business seemed to be going on everywhere the same as it does in this country. The passenger trains were full; there were freight trains moving, cars spotted at the factories, freight trains being made up in the centers and all together one got the idea that business was going on in a normal way.

All the farmers seemed to be busy and prosperous—in fact the finest farming country that I ever saw in my life lies between Minden and Hanover, where every farm seemed to be in as high state of cultivation and as productive as our well kept gardens.

The large towns and cities are not only substantially built but artistic and beautiful, and well laid out. The stores everywhere seemed to be well stocked and doing a fair sized volume of business.

Berlin Prosperous and Busy

We had a most interesting week in Berlin, where an opportunity for closer touch with conditions was possible. Here we found very few instances of suffering. The people were fairly well dressed, looked well nourished and were noticeably clean and by far greater numbers of rosy cheeked children were seen than in any other country we had visited. To us merchandise, with the exception of silks, rubber goods—particularly tires, and a few other goods that had to be supplied through import — seemed ridiculously cheap. As an illustration, a first class dinner in every respect, beautifully served, at the best hotel in Berlin, cost less than $1.00 a plate with wine and a liberal tip included—about such a dinner as would be served at one of our best large city hotels.

I thought Berlin the most beautiful city I have ever seen, superior to Paris, London or Rome. Its system of wide streets, boulevards and parks, spotlessly clean was truly wonderful. The extensive forests surrounding Berlin was also a great surprise and the practice of reforestization the Germans are following is an example of conservation that we Americans could follow with great profit to our future generations.

Germany Apparently Longs for the Old Form of Government

English is spoken or understood but little among German people, but from the few with whom we could talk we were told that conditions generally were very bad everywhere, with no prospect of improvement. They seem to think the present form of government was built on a foundation of sand and the nation itself was hopelessly at sea, saddled as it was with such tremendous and impossible war obligations imposed by the allies and which must and would be modified.

All with whom we talked mentioned the constantly increasing price of food stuffs and were concerned as to how these prices could be met by the laboring classes with their salary marks worth less in value each succeeding month.

Compare Prosperous Germany with Devastation Wrought in France and Belgium

Conditions are, no doubt, temporarily bad, but one has only to look at the wonderful and extensive farming districts and to the many and large and well built towns and cities, the great numbers of large factories, the splendid railway transportation systems and other instances of intrinsic wealth to realize that potentially Germany is a very rich and wonderful country and that the war damage which she so willfully and maliciously perpetrated, she should, and can account for to the fullest extent of her resources.

German People Continue Hatred Against France

The German people apparently never let an opportunity go by to express their hatred of France and the French people and from the expressions one hears he is forced to believe that the French nation is well within its rights in insisting that her demands at the Peace Conference with regard to maintenance of her army is fully justified.

The hardware stores of the Mediterranean countries are non-existent. That is, hardware is not carried in exclusive stocks, but in mixed lots of miscellaneous goods combined in most instances in very small stores. In England we found some quite credible exclusive hardware stores, but much of the house furnishings and goods usually found in our hardware stores are pretty well absorbed by department stores.

In France and Belgium we did not see any hardware stores that would even compare favorably with our large country town hardware stocks. Belgium, however, has many stores with complete and well displayed stocks of hardware and sporting goods. I was in two exceptionally large and handsomely furnished exclusive cutlery stores that carried very exclusive lines of all branches of cutlery, the equal to say the least, of our best city stores.

Here we again picked up our good ship, the "Empress of Scotland," which carried us safely, though at times on a very rough sea, to Quebec, where we said goodbye and took the C. P. R. for Chicago and the West, reaching home after a four months' very interesting trip, traveling in all about 22,000 miles, thoroughly convinced that to be an American citizen is one of the greatest blessings that man could be favored with.

A. Z. WELLS.

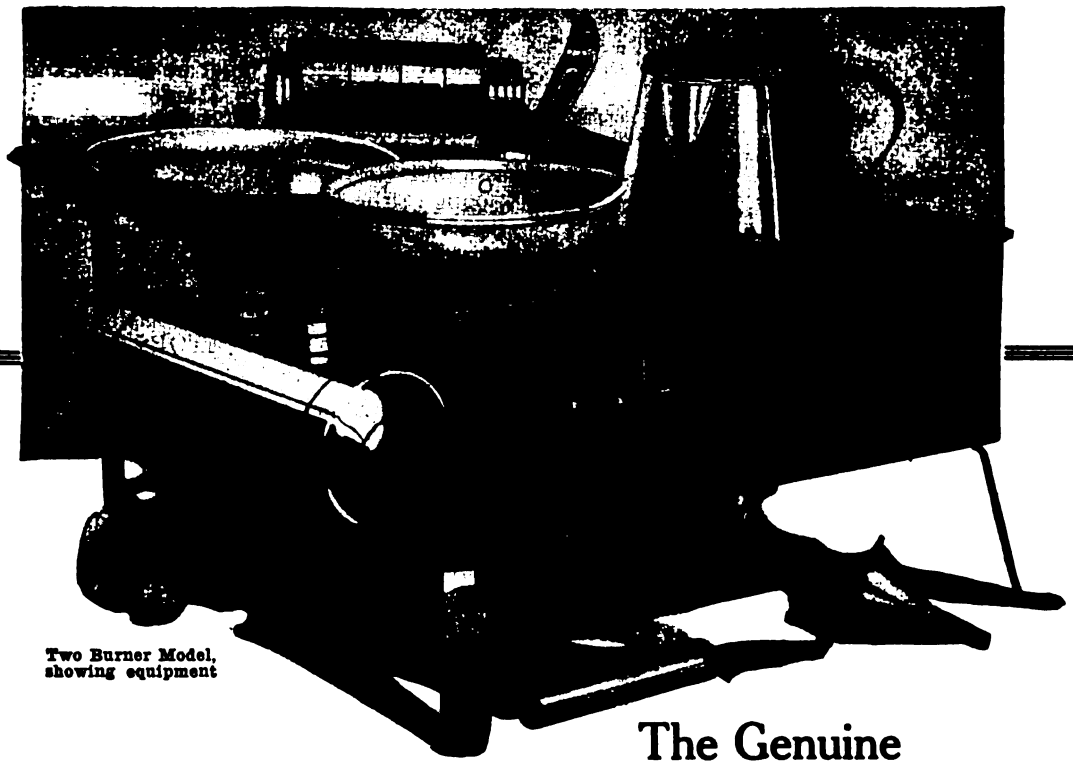
THE ROAD THAT'S A FRIEND TO MAN

Let me live in a house by the side of a road
Where the race of men go by—
But not such a road as I have now
With its dust when the season's dry.
Roads are good, they are bad, they are weak, they are strong,
Built on many a diverse plan,
But I'd like to live by the side of a road
That is always a friend to man.

Let me live in a house by the side of a road
Where flows, like the rich, red blood,
A current of life, cars, flivvers and trucks,
Not a highway composed of mud.
Who will dwell in content by a rut-slashed track
Rock-strewn from Beersheba to Dan?
Let me live in a house by the side of a road
That is always a friend to man.

I can live only once, so why should I stay
Where daily offends my eye
A crooked streak of mud or clay,
Scooped out by the passers-by?
I don't like to sit in the scorner's pew,
Nor "hurl the cynic's ban,"
But ye gods! — for a road that all the year through
Can be counted a friend of man!

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Two Burner Model, showing equipment

The Genuine

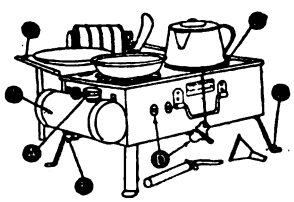
KAMP-KOOK-KIT

Is *Brown* with a solid *brass* tank

There are many camp stoves, kits, etc., on the market but only ONE Auto-Kamp-Kook-Kit. The stove that is universally in demand, so extensively advertised, and guaranteed to give lasting satisfaction is attractively enameled a rich BROWN color and has a SOLID BRASS TANK.

Don't be misled by similar sounding names or stoves of similar design, but demand the GENUINE. Auto-Kamp-Kook-Kit has features found in no other stove, and has many thousand staunch friends. If you haven't the sturdy little "brown and brass" stove in your camp equipment stock, write or wire us today.

SOME EXCLUSIVE FEATURES WORTHY OF COMMENT



A. Patent pressure gauge enables you to control air pressure perfectly.

B. Warming plate keeps food warm and prevents dishes from becoming upset.

C. Large, well made grates, exactly like those used on a gas range.

D. Flame regulators operated by a key, giving a cold handle at all times. Key attached by a chain to prevent loss. Master burner generates both burners at once.

E. Legs are quickly detachable and pack inside with all equipment.

F. Cinch fitting elbow connecting feed pipe to tank eliminates all possibility of leakage at this point.

G. Brass tank adds years of life to the stove.

One Burner Kit	$ 8.50
Two Burner Kit, equipped	15.50
Two Burner Kit, unequipped	18.50
Three Burner Kit, equipped	24.50
Three Burner Kit, unequipped	22.50
Auto-Kamp-Kook-Oven	4.50
Two Party Suit Case Outfit	25.00
Four Party Suit Case Outfit	42.00
Six Party Suit Case Outfit	45.00
Auto-Galley-Kook-Kit	20.00

Send for illustrated circular describing complete line

PRENTISS-WABERS STOVE CO.

General Offices and Factory

18 Spring Street, Wisconsin Rapids, Wisconsin

REPRESENTATIVES

Chicago, Ill.
Mr. W. Al. Treat, 190 N. State St.

Dallas, Texas
Mr. Geo. E. Vickers, 411 N. Mont Clair St.

Denver, Colo.
Sprake Sales Co., 304 Charles Building

Los Angeles, Cal.
Mr. Harry M. Waterman, 1311 S. Figueroa St.

Portland, Ore.
Mr. F. H. Chown, 1121 Gasco Building

New York, N. Y.
Mr. Chas. G. Johnston, 98 Park Pl.

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HUB HARDWARE HARFORD

E. F. Harford, of the Hub Hardware Company, at Colton, is one of the most loyal, progressive members of the trade in his section, as well as qualifying for membership in the "Over-20-Years-With-Hardware" Club.

Perhaps the boyhood days of young Harford in the neighborhood of Baltimore account for the "colonel-like" trim of his Vandyke. In those days he was destined by his family to a musical career, and had unusual opportunities to study the piano. But it was not to his liking, so the story goes, and believing that absence makes the heart grow fonder, he left his "Bal'mer" home without warning.

As a reaction to the hours with music he plunged into business in wholesale quantities, first for a wooden- and willow-ware concern and later with a hardware jobbing house. The artistic background with a commercial foreground have proved a most auspicious combination ever since.

Eighteen years ago Mr. Harford moved westward. For a year he was secretary of the Wilcox-Rose Construction Company, at Riverside, at the time a large part of the Sherman Institute buildings were being erected. Successively he served as secretary of the Colton Hardware Company for 11 years and as sales manager for the Home Furniture Company, at San Bernardino, for three and a half years before he finally settled at Colton, four years ago, as manager of the Hub Hardware Company.

Always interested in trade and community affairs, Mr. Harford is a loyal attendant at all Association meetings and has served several terms as executive officer of his state group. Under his direction the Hub Hardware Company are "Hardware Specialists," with particular attention to auto supplies, paints, oils and plumbing supplies.

To return to the music: although Mr. Harford now only plays for his own pleasure in private appearance, it must be a treat to live next door to him. For Mrs. Harford plays the violin and his son on the cornet, so that the family trio is complete and accomplished. We don't know whether they give concerts on Saturday afternoons in the household department, but if they don't the Hub Hardware Company is missing a valuable opportunity.

"ASK 'EM TO BUY" SELLS AUTO RADIATORS

The Auto Equipment Merchandiser recently gave the experience of two Rocky Mountain jobbers which dealers elsewhere can well patternafter.

Says Mr. Saunders of the Auto Equipment Co. of Denver:

"I remember very well trying to get my dealers in Fort Collins to push radiators and I got a rise out of only one, but believe me, he has cashed in on it big. Since I have taken this territory he has sold, or rather bought of me, 63 radiators. He claimed I couldn't sell a man a radiator by asking him to buy, so I said: 'Wait until a man comes up who needs a radiator and believe me, you don't have to wait long after the 27 below weather we had in January.'

"It wasn't long before one came up leaking like a sieve. I pumped him some gas and brought out a radiator when I brought his change. I said: 'You need a new radiator and here is a good guaranteed one which sells for $17 put on.' He, of course, wanted to wait until freezing weather was over, but it didn't take three minutes to make him see the danger of ruining his motor by poor radiation and the inconvenience of having to refill it every 15 minutes. Of course, he bought.

"Mr. Austin said: 'If you can do it, I can too.' The total of his radiator sales speaks for itself. His total sales on radiators will run close to 100 since January 1, more than all the other dealers together on my territory."

Frank Smith Motor Co., Cheyenne, Wyo., have increased their Ford radiator business double by displaying, advertising and "ask 'em to buy" methods. Mr. Smith has sold thirty-two radiators in the last four weeks and has placed orders for twenty more. His radiator business today is more than all the other dealers handling radiators put together, simply by pushing and "asking 'em to buy."

UNNATURAL HISTORY

The lightning bug is a funny bird—
The poor thing has no mind;
It goes on stumbling through the world
With its headlight on behind.

The Hardin Hardware Co., of Bartlett, Texas, have incorporated with a capital of $20,000.00.

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Sell the Profit Maker

OFF'N'ON CHAINS

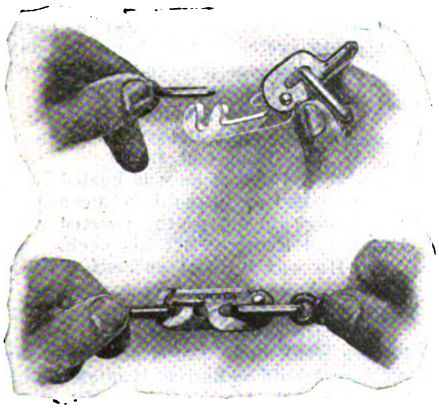
Liberal Discounts Quick Turnover Modern Merchandise

Give the public — your customers — the benefit of great improvements. They have always complained about losing chains, about changing cross chains and about their great variation in life, sometimes much too soft and more often too brittle.

OFF'N'ON Chains are Uniform

Two little features in OFF'N'ON Chains give big results—

This patented lever lock makes it easy to put them on and to take them off. It takes up slack; thus saves wear on tires and chains alike. No more lost chains — no more loose chains.



The Positive Lock

This patented slip-on link makes it easy to take off the old cross chain and put on a new one.

A child can do it. Yet they cost no more.



The Slip-on Link

Order from your jobber today

Place your fall orders early so the jobber can protect you on delivery. Order spare cross chains at the same time. You can always sell an extra set of cross links with every chain.

PYRENE MANUFACTURING COMPANY

Makers of Pyrene Fire Extinguishers **520 Belmont Ave., Newark, N. J.**

Branches: **CHICAGO—17 So. Jefferson Street. KANSAS CITY—1712 Grand Avenue**
ATLANTA—24 Nassau Street SAN FRANCISCO—977 Mission Street

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NO DECLINES IN PRICES EXPECTED

Editor HARDWARE WORLD:

We would not care to make any prediction, but we are proceeding in a normal conservative way to buy our immediate requirements and, where necessary, are buying for next season also. It is our opinion that the market will not decline in general within the next twelve months. Yours very truly,

W. W. WOODRUFF HARDWARE CO.
Knoxville, Tenn. W. W. Woodruff, Jr., Vice Pres.

IT'S THE SAME IN YOUR LOCALITY

Have you analyzed the sales possibilities for automotive equipment? Have you shown yourself that the greater percentage of cars that come to your store or station are ready prospects for various equipment?

You should be interested in the result of a recent investigation and the data compiled as the result of observation over an eight-hour period at a dealer's place, and you should profit by a similar investigation.

During the period mentioned—eight hours—there were 81 cars calling at the station, each of which was checked for the equipment in use with the following results:

64% were prospects for Gabriel Snubbers
40% " " " Motometers
40% " " " Spot Lights
45% " " " Bumpers
58% " " " Tire Covers
51% " " " Tire Chain and Lock
58% " " " Stop Signals
67% " " " Windshield Visors
58% " " " Windshield Cleaners
71% " " " Dash Clock
69% " " " Luggage Carriers
63% " " " Step Plate or Mats
35% " " " Rim Parts
8% " " " Radiator Compound

With such possibilities before you you cannot afford not to "ask 'em to buy." If the result only meant one in five sales it would mean a tremendous increase in sales and profits for the dealer.

As an illustration, on the day the investigation was made had the dealer "asked" every prospect for a motometer and sold only one in five prospects it would have meant the sale of five or six instruments. Surely this would have been a nice increase in both volume and profit. Think it over and then analyze your own possibilities and get the business and the profits that are yours for the asking.

The business is here, the merchandise is useful and the cost is small—Do not miss a chance to—ask 'em to buy—if handled in the right way every dealer can increase his business 50 per cent or more. It has, and is, being done right in your territory—why not you?

GOT IT AT HALF PRICE

Wife (having donned new ball gown)—Look, dear, and I got it for half price.

Springfield Dealer—Why shouldn't you? It's only half a dress.

PROMINENT CITIZENS BRING GRIST TO HAMP'S MILL

In connection with Hamp Williams' Ford service station he has a machinery display, where a tractor is hooked up with a wood saw, a pump, and a grist mill, all operating at the same time off the tractor power. On Saturday afternoon corn is ground for all comers, free of toll.

Our view shows the mill in operation with two of Arkansas' most distinguished citizens paying their respects to Hamp Williams and his enterprise. Mounted, on the left, farthest



from the mill, is Chancellor Judge J. P. Henderson. Mr. Williams himself stands beside him ready to take the "turn" of corn from behind the saddle. On the right is J. F. Joplin, a prominent city official of Hot Springs.

Besides its interest to the trade as an excellent sales feature and a tribute to the popularity of Hamp Williams in his own community, this view is interesting in reviving the former method of bringing corn and other grains to the mill in the Southwest.

AN OPTIMIST

Ole Uncle Finn was a good old chap,
But he never seem fer to care a rap,
If the sun forgot
To rise some day,
Just like as not
Old Finn would say:
"Uncommon dark, this here we're in,
But 'tain't so bad as it might 'a' been."
But a big cyclone came 'long one day,
An' the town was wrecked and blowed away;
When the storm was passed
We stood around
And thought at last
Ole Finn had found
The state o' things he was buried in
About as bad as it could 'a' been.
So we dug 'im out o' the twisted wreck
And lifted a rafter off his neck.
He was bruised an' cut
And a sight to see;
He was ruined, but
He says, says he,
With a weak look 'round and a smashed-up grin:
" 'Tain't half so bad as it might 'a' been!"
But, after all, it's the likes of Finn
Makes this world fit fer livin' in.
When days are drear
And skies are dark,
It's good to hear
Some old cuss bark:
Now, see here, son," with a cherrful grin,
" 'Tain't half so bad as it might 'a' been!"

HOW IT HAPPENED

Marie—I think a girl who whistles is most unladylike.

Maudie — Well, I don't know. Whistling brought about my engagement.

"How was that?"

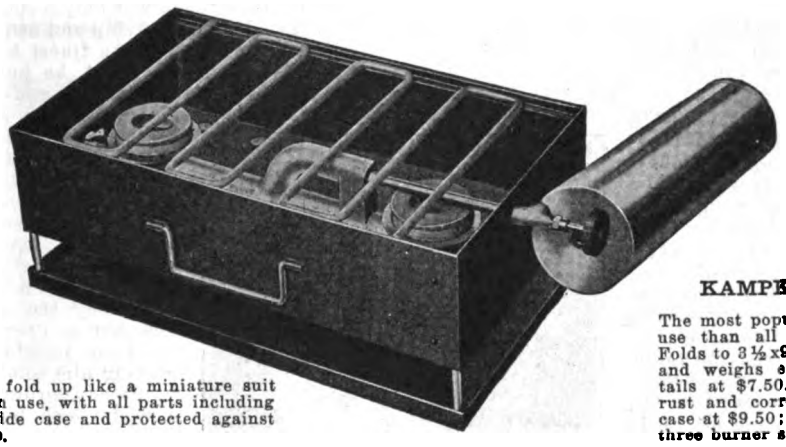
"I puckered my lips to whistle, and Charlie couldn't resist kissing them, and so, of course—"

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AMERICAN KAMPKOOK

TRADE MARK REG. U.S. PAT. OFFICE

THE IDEAL CAMP STOVE



All Kampkooks fold up like a miniature suit case when not in use, with all parts including tank packed inside case and protected against loss or breakage.

KAMPKOOK No. 3

The most popular size. More in use than all others combined. Folds to 3½x9x15 inches in size and weighs eight pounds. Retails at $7.50. Also made with rust and corrosion proof brass case at $9.50; larger size $8.50; three burner size at $12.00.

The Kampkook Leads

THE American Kampkook was the first successful gasoline camp stove ever placed on the market. Into this first Kampkook were incorporated the ideas and features which a quarter century's experience in the manufacture of gasoline heating and lighting appliances had proven essential to dependable and satisfactory service.

The attempt to imitate these ideas and features, which have made the American Kampkook the choice of more than a quarter million motor tourists and campers, is the best testimonial and highest compliment to Kampkook superiority, a tribute to Kampkook leadership.

Consistent, intensive national advertising from the first has made "Kampkook" a household word with motor tourists everywhere. It is the stove they invariably ask for.

Kampkook dealers know that the Kampkook is profitable to handle because our sales policy assures 100 per cent protection and a liberal profit on every sale. And there are no come-backs; the Kampkook always stays sold.

If you are not a Kampkook dealer you should write today for information about our complete line of Kampkooking appliances and name of nearest jobber.

Kampkooks are Distributed by Leading Jobbers Everywhere

AMERICAN GAS MACHINE CO., Inc.

FACTORY, ALBERT LEA, MINN. **EASTERN BRANCH, NEW YORK, N. Y.**

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Big-City Store in the Oil Fields

Taft Furniture & Hardware Co. Grows to Metropolitan Proportions in Twelve Years by Offering the Miners of "Black Gold" the Best on the Market.

ANY city built over an unplumbed subterranean lake of oil and named after the biggest hearted as well as the biggest framed of Presidents—Taft—was bound to leap ahead in emulation of its patron.

Back in the presidential year of 1908, which is only 14 years ago, sage brush, rattle snakes, jack rabbits and coyotes in about equal proportion were in undisputed possession of the present site of Taft. At this time one W. L. Adkisson was a young man, learning the trade of a painter, in one of the cities in the valley, with the ambition every young man has to see his name on a sign over the door of his own shop.

Enter a poor alkali prospector with a burro and a sawed-off shotgun who discovers oil with a great gush way out on the desert. News of this sort spreads with an effectiveness that defies even the radio, and by the time friends and enemies had rushed in, not to mention the usual floating population of "wild cats," the coyotes surrendered without a yip.

They called the new-born village Taft because of the bigness of their hopes and a town was laid out beside the railroad, whose tracks had been hurriedly strewn over the sands to reach the great center of the new boom. In almost no time the town counted its population by thousands, until now its inhabitants are officially numbered as 5000, while four times that number receive their mail in the Taft post office.

The "black gold" has held out and its outcroppings have multiplied. From the thousands of holes drilled in the earth more than a billion barrels of crude oil have been pumped, requiring more than a dozen huge pipe lines to convey it to terminals for shipment to almost every point in the world. The rapid development of the wells and the necessary mechanism for their operation, not to mention the construction of the town and of homes for the workers and townspeople has put millions of dollars' investment into the neighborhood in the short space of 14 years.



W. L. ADKISSON,

justly proud proprietor of the Taft Furniture & Hardware Co., counted by those most familiar with the trade as among the exemplary retail hardware stores of the West. Mr. Adkisson has taken full advantage of an unusual opportunity and his story should prove inspiring and instructive to every reader.

Sensational Rise of W. L. Adkisson

In a boom town men and works either rise fast or pass quickly into oblivion. In Taft the situation has happily followed the former formula. Take the case of Mr. Adkisson as a fair example.

In 1910, two years after the discovery of oil, young W. L. Adkisson rolled his paint brush in an extra pair of white overalls and treked across the sands to Taft. Although these first settlers were not primarily concerned with "saving the surface" of their dwellings, the earnestness, industry and enterprise of the young painter found a number of odd jobs at his trade.

By depriving himself of many of the joys and pleasures and luxuries of life which even at that early date his fellowtownspeople were demanding, he saved his money and at the end of a year was able to open a small paint store on the outskirts of the town. The very next year a fire wiped out every vestige of the business but a stack of bills.

Reversal Proved Greater Incentive

This initial setback was only a spur to greater effort. He had tasted proprietorship and acquired a habit. Determined to own one of the finest hardware, paint and furniture stores in the West, he joined with two lifelong friends as partners in 1912 and formed the firm of Hahn, Haucke & Adkisson. They rented a little shack and installed a skeleton stock of hardware, paints and furniture.

Prosperity now smiled on perseverance, they bought the shack and enlarged it, and the stock grew along with the turnover. Soon the interests of Chas. Hahn were purchased by the other two partners, and not a great while later Mr. Adkisson bought out Lee Haucke, making him sole proprietor.

Steady growth made it necessary to seek larger quarters, and when a new Odd Fellows' temple was built in a central location, the Taft Furniture & Hardware Co. took a long lease on the street frontage 25x125, which gave an adequate space and outlet which the sample stock and active enterprise of the institution had so long deserved.

Complete Selection Demanded

Taft itself was prospering as fast as it grew and demanding ever more from its hard-working, hearty, loyal, trusted hardware merchant. These conquerors of the desert and miners of black gold were many of them educated men, engineers and skilled mechanics, receiving liberal incomes in a rough country. They demanded all the comforts available in their homes. Others had "struck it rich" and the best was none too good for them in the city of their fortune.

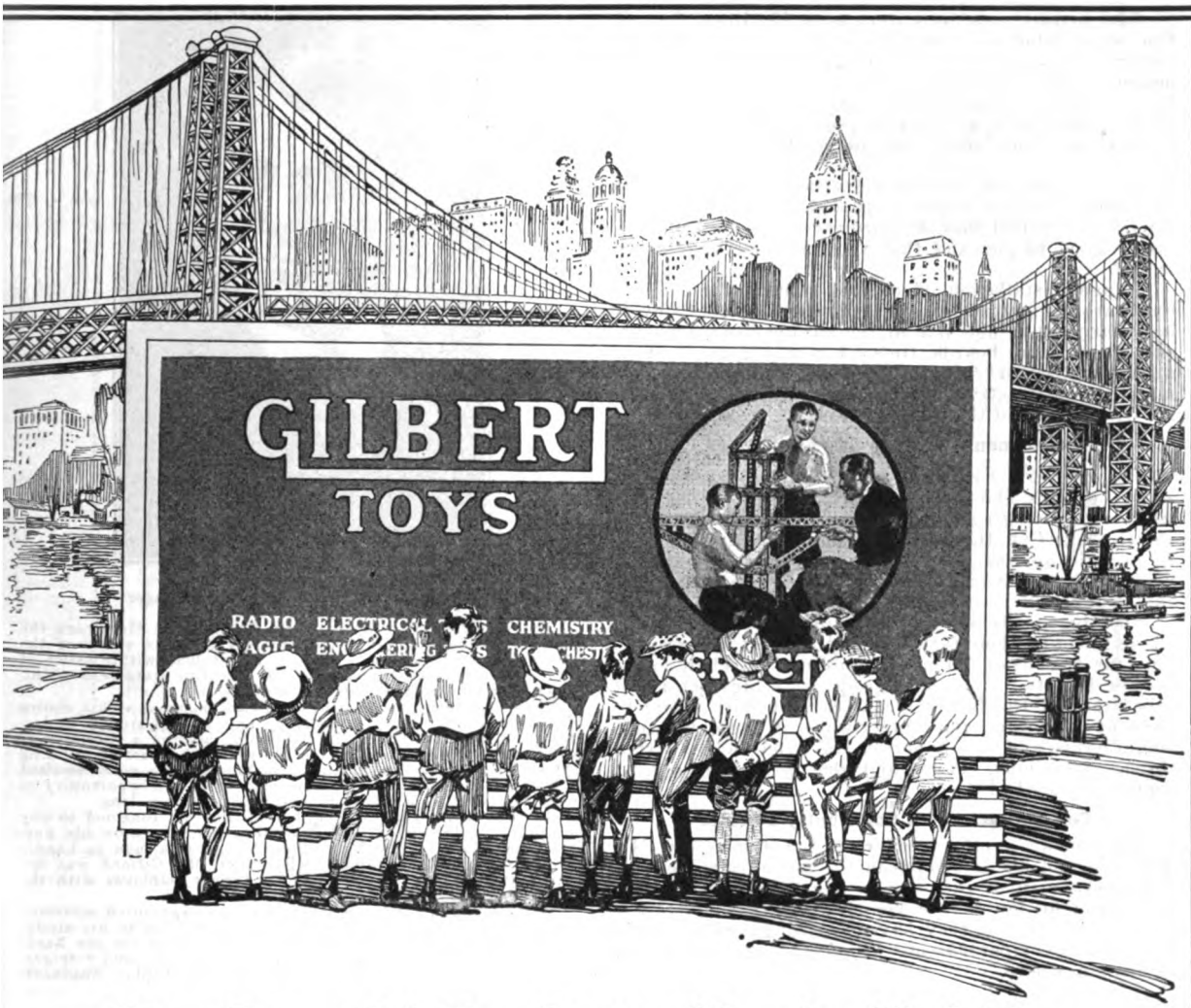
Under these circumstances Mr. Adkisson's new quarters were outgrown in next to no time. He purchased three lots next door and erected his own brick building with a floor area 75x125, not to mention a balcony all the way around. This was filled in addition to the other building, which was also brought up to specifications with a balcony.

Today we find this business pre-eminent in its neighborhood and among the exemplary institutions of the West. A total floor space of 33,000 feet, fronting 150 feet on the street, permits the proper arrangement and display of as fine and full a hardware and furniture stock as anyone would want anywhere.

Complete Display Cabinets Installed

"Space" and "goods" were the problems that had to be solved in the early days of the institution. Lately "display" has been the fine point that has occupied the attention of every department and thinking man in the business. A visit to the store, a glance at our view and an examination of the books of the institution are amply convincing that the display problem has been successfully solved.

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This Beautiful Toy Poster May be Had Free to Help Every Gilbert Toy Dealer

This beautiful, full size, 24-sheet poster can be had free of charge to help you sell Gilbert Toys—to stimulate your whole toy business. The opportunity to do this most powerful and economical advertising is made easy for you.

Your customers cannot dodge the message of the billboard. It commands continuous and repeated attention. Its strong colors and beautiful design impress it firmly in the minds of all those who can see. No other form of advertising has its tremendous power of attraction, day in and day out. It appeals to young and old alike — boys and girls, men and women — thousands of people before whom you could put your message in no other way.

POSTERS WITH YOUR NAME FREE

Let the people of your city recognize your store as toy headquarters this Christmas. Place in front of them, where they'll have to see, this beautiful poster with your name prominently displayed. We give you the posters free and ship prepaid, with your name imprints, with every demonstration order of Gilbert Toys. This poster will not only sell Gilbert Toys, it will push every toy you have to sell. Identify yourself in your city as the leading merchant in toys this Christmas. ***Write for full particulars today***

THE A. C. GILBERT COMPANY

431 Blatchley Avenue - - - - New Haven, Conn.

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Just picture your own store with 150 lineal feet of fine show windows along the street and around the corner, flanking your entrance, kept working with magnetic attraction all the time. Then inside, say you had 200 feet of beautiful glass show cases for your showy stock, also kept up to the standard of utmost temptation. You must imagine at the same time a thoroughly departmentized store, enjoying the confidence and pride of its community, with the store force as proud of the institution as though it were their own. Wouldn't you feel that the hardware business had been pretty good to you and that you had done your share by it?

A new installation of cabinet work has made the hardware display and stock facilities complete. Covering nearly all of one side of the hardware department, swinging display boards, finished in mahogany, feature a complete line of "clean cut" tools. The tools are all sampled in attractive, careful arrangement, and stocks are carried behind the sample boards.

Departments Feature Standard Lines

The builders' hardware department stocks Russwin and Yale items, and these numbers, too, are sampled and stocked on swinging panel cabinets. Cutlery stock includes Clean Cut, Hammer and Landers, Frary & Clark. In electric appliances, the Universal line is featured, while a big trade has been worked up on washing machines and ironers.

Sporting goods are naturally important at a point where men and their families must create the surroundings for recreation. Perhaps golf and baseball goods are the leaders. Household goods are a big factor and this is one of the fullest stocks carried, with complete lines of glassware and dinner-ware of both domestic manufacture and also imported Haviland and Bavarian china. Aluminum, enamel and glass oven-ware are, of course, featured also.

Toy Department a Community Feature

Toys make another leader in the stock, and Mr. Adkisson and his associates in the management of the store take a great pleasure in the thought that they have brought joy to the youngsters of their isolated community, so that they have playthings, wheel goods and outdoor companions just as standard and up to date as any anywhere.



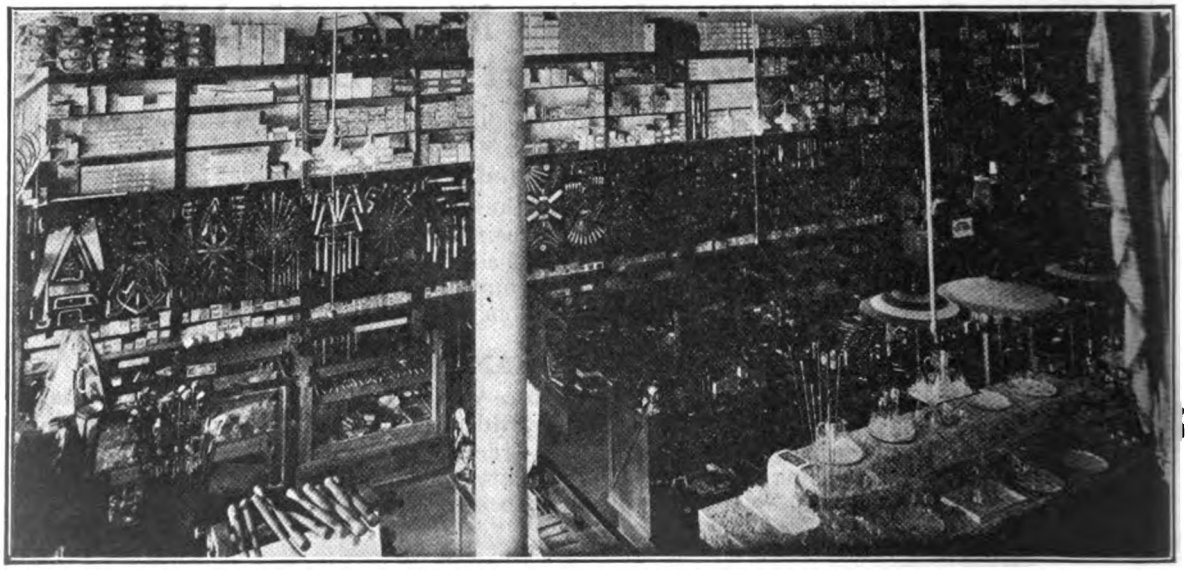
EARL R. GIFFORD, Assistant Manager

In his six years with the Taft Furniture & Hardware Co. Mr. Gifford has entered wholeheartedly into the spirit of the business and its conduct. In fact, if any man within miles of Taft wants reliable information on any fine hardware point, "Earl" is the court of last appeal.

As a boy he picked out the hardware business as his choice of vocations and began as delivery boy and all-around understudy for the Bakersfield Hardware Co., making a specialty of polishing stoves and keeping the surface of the floor in running order. Long hours and no limit on labors for a year testified to his sincerity and he was taken inside with the opportunity to learn the trade, that which he had coveted for so long.

In these early years his hard work was not confined to any one phase of the business, but window displays were his particular interest. When Mr. Adkisson wanted a man to handle his vigorous young hardware department, Mr. Gifford was the outstanding eligible, and he left his former employes with the highest recommendations.

After a year in the new location he was appointed assistant manager, and much of the progress has been due to his study, hard work and originality. He is general buyer for the hardware, household, paint, sporting goods, toy, stove and refrigerator departments, as well as continuing as Display Engineer.



One corner of the Hardware Department, showing the orderly, systematic arrangement of a large, representative stock. There are 200 feet of fine glass show cases in the store, while the new cabinet sample boards, clearly shown in the photo, display and stock the complete cleancut tool line. Baseball bats, golf clubs and glassware in the foreground are typical of the temptations in every department, while a complete Toyland is located on the balcony, reachable by a stairway at the rear of the floor, which compels the visitor to pass through all the rest of the stock to reach it.

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Your Profit on Bissell Sweepers is Real

In the first place they sell—and sell readily. They are staple. Bissells are the sweepers every woman knows and asks for. Moreover they are sold universally at the prices they are intended to be sold for and which provide for a good margin. So we say your profits in their sale are real. Rosy claims of large profits on unknown merchandise are paper profits which won't ring up in the cash register. Wise merchants dont count their chicks before they hatch. *"Put your sweeping reliance on a Bissell's appliance".*

BISSELL CARPET SWEEPER CO.
Oldest and Largest Sweeper Makers
Grand Rapids, Mich.
New York Office and Export Dept., 46 West Broadway

P.S. Ask Us or Your Jobber Regarding Bissell's Special Fall-Xmas Offer



Safe Noise—Xmas Toys

BETHLEHEM **"BIG-BANG"** SAFETY CANNON

Retail Prices, $1.25 to $5.00. Five Models

TOY CANNON WORKS - - Bethlehem, Pa., U. S. A.

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At holiday time the entire balcony becomes Toyland, and at times it takes as many as twenty girls to take care of this one department. (It has been found that women are ideal extra clerks for selling toys.) The management has seen this comparatively young department the cause of bringing more business and new customers into the store than any other.

Customers come in to buy toys, but they have to walk all the way through the main floor to reach the balcony, and by keeping attractive goods well displayed in the other departments, many other sales result. In many cases hundreds of dollars' worth of holiday and generally useful goods are purchased even before the balcony is reached.

Every kiddie in town knows the proprietor as "Bill" for Mr. Adkisson has always been a lover of children, having two of his own, and therefore, he especially caters to them. Some of the departments were started in the beginning to make money, and have made a bit. But the toy department was started for the fun of it and for the sake of the youngsters of the community. Because of its sentimental object it has been one of the most profitable in the store.

American-made toys are carried practically exclusively. The business has been worked up and the customers trained to expect only high grade, standard lines of toys, which cost more but which give the same service and satisfaction as goods in other departments, as compared with inferior substitutes and cheap imitations procurable elsewhere.

In other words, the Taft Furniture & Hardware Co. carries out the same policy and sets the same standard in the toy department as in other departments of the store.

Each Department a Business Success

We could all of us, with profit, spend many pages on our tour of each department and phase of the business. There is the outdoor and camp goods, combined with the automotive equipment and motor vehicle goods, always a point of interest to the visitor in the store and setting the standard for the town. Since Mr. Adkisson originally started with paints and the paint department, that has, of course, always been one of the main springs. We have not said a word of the furniture, where the sale of grand pianos, overstuffed divans, mahogany and walnut sets is the rule rather than the exception. The people of Taft buy the best and plenty of it.

The sales family will average twenty the year 'round. There are no clerks or factotums, for each regular employe is a capable, proud, loyal, carefully trained salesman or woman. The members of the organization take pride in the fact that they have worked with Mr. Adkisson for from two to eight years, and the slowness of "labor turnover" accounts in large measure for the rapidity of the merchandise turnover.

Mr. Adkisson's Public Interests

Mr. Adkisson himself is naturally one of the leading citizens of the community and is a former mayor of the city. Of late years he has acquired a large acreage of vineyard 40 miles away, where he finds diversion and recreation after his constant work and application in developing his business. Surely he deserves this indulgence, for he has developed and brought into being one of the most representative hardware stores in the West, both as to size, quality, policy, stock and the confidence enjoyed from their patrons.

F. E. Hendershot of Mt. Forest, Canada, recently purchased store No. 1 from the East Side Hardware Company at Pasadena. Mr. Hendershot will conduct the business under his own name and will carry a complete line of builders' hardware, house furnishings, etc. This store is located at 1252 East Colorado street. He is having the store newly arranged, putting in new shelving and adding improvements, and will increase the stock.

STICK IT OUT

When your world's about to fall
And your back's against the wall,
  When you're facing wild retreat and utter rout;
When it seems that naught can stop it,
All your pleas and plans can't stop it,
  Get a grip upon yourself and—stick it out.

Any craven fool can quit,
But a man with pluck and grit
  Will hold until the very final shout;
In the snarling teeth of sorrow
He will laugh and say: "Tomorrow
  The luck will change. . . . I guess,
    I'll stick it out."

The luck does change; you know it,
All the records prove and show it
  And the men who win are men who strangle doubt,
Who hesitate nor swerve,
Who have grit and guts and nerve,
  And whose motto is — Play hard and stick it out.

So you, when things go wrong,
And you think you can't last long,
  That you've got to quit nor wait the final bout;
Smile, smile at your beholders,
Clench your teeth and square your shoulders,
  And fight! You'll win if you but stick it out!

—Edmund Leamy, in Forbes Magazine (N.Y.)

NEW RUSSWIN CATALOG No. 13

The Russell & Erwin Mfg. Co. have just issued to the trade their new complete catalog, number 13, size 8x11 inches and containing over 400 pages of useful information to any hardware man on builders' hardware in general and Russwin numbers in particular — a good practical catalog with a strong cover, good paper, clear illustrations and careful arrangement.

Among the features, innovations and changes may be mentioned the rearrangement in alphabetical order by name of design, rather than in schools. The item numbers and prices have been moved close together in parallel columns all through the book, instead of being separated by the width of the page as formerly. All miscellaneous goods are in alphabetical order and special information is combined with the goods to which it applies, rather than all segregated in a separate section.

In the introductory section are suggestions for drawing off schedules from architects' drawings and specifications, an outline of the company's dealer helps, and a grouping of big Russwin installations. A new feature is the grouping of inter-keying locks, master key systems and cross references. Two new designs are the Leyden in the Flemish School and the Litchfield.

Store No. 2 of the East Side Hardware Co., located at 820 East Colorado street, Pasadena, is now conducted by John R. Lee and John L. Hollister, Jr., who report a good trade.

C. G. Wittmayer is planning to engage in business at Slayton, Minnesota.

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No. 33 — List, each, $1.00

The Manufacturers of

AJAX

Plural Socket Plugs

are now offering a line of

HIGH GRADE RADIO PARTS



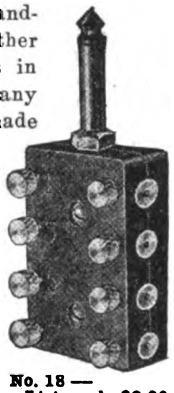
No. 22 — List, each, 75c

Ajax Plug No. 17 — Fits all standard jacks, and will take any style of cord terminal; tip, round spade or plain. It can be used to connect either one or two phones either in **series or multiple.**

Ajax Multi-Plug No. 18—Fits all standard jacks and is used to connect either 1, 2, 3 or 4 head phones in series without the use of any extra loops or parts. Also made with cord tips for use with binding posts — **No. 18A** — List, each, $1.75.



No. 17 — List, each, 90c



No. 18 — List, each, $2.00

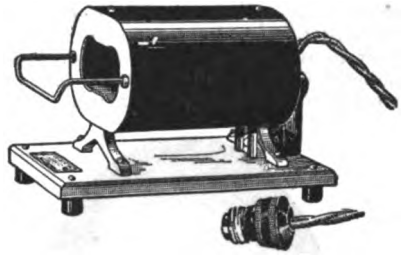
Ask for our Complete List of Radio Parts

AJAX ELECTRIC SPECIALTY CO.

ST. LOUIS, MO.

IT WILL PAY YOU TO SELL THIS LINE

OP-AL Electric Soldering Iron Furnaces



Made in three sizes. More reliable and useful than the electric soldering iron. Sells at a competitive price and is fully guaranteed.

Write for prices and discounts

The OP-AL ELECTRIC & MFG. CO.

36th and Kenwood, - - - Indianapolis, Ind.

Three Factories — Main Office: Toledo, Ohio.

The American National Company

For Your Holiday Trade

In the "American" line of Juvenile Vehicles, quality is inbuilt. Strength is placed where strength is needed—wheels, frame and body are tested. Each piece is scientifically constructed.

Your holiday line must have beauty to recommend it. Beauty of design and finish characterize the "American" line. Beautiful color combinations and the most up-to-date accessories make these vehicles popular holiday sellers.

We can make them cheaper, but we won't
We would like to make them better, but we can't



THE American LINE
THE LINE BEAUTIFUL

THE LINE INCLUDES:

Juvenile Automobiles
Juvenile Bicycles
Coaster Wagons
Hand Cars
Doll Vehicles
Velocipedes
Tricycles
Baby Vehicles

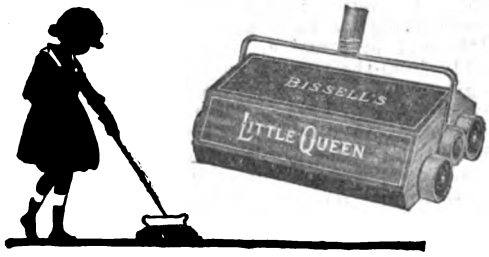
Now is the time to place your order for holiday requirements. **Send for Juvenile Catalog and Price List.**

BISSELL'S *Play Size Sweepers for the Xmas trade*

To retail at 25c, 50c, $1.50

A few cents more in West, South and Canada

Every store selling the regular Bissell should have these little Bissell's too. One for mother—one for daughter. Display with regular sweepers even when sold from Toy Dept.



"POLLY PEP" DISPLAY on request

BISSELL CARPET SWEEPER CO.
Grand Rapids, Mich.
46 West Broadway New York City

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THE PLACE OF PRIORITY IN BUSINESS BUILDING

(By Wm. L. Diemer, Pres. American National Co.)

Over a century ago, a famous English poet wrote "Be not first by whom the new is tried, nor yet the last to lay the old aside." While this is good advice for a great many people, especially those faddists who flit from one new fangled foible to another with little thought or purpose, it scarcely stands the progressive business builder in good stead. The merchant who would establish a reputation as an important factor in the commercial life of his community might do well to be the first to try new methods of merchandising; he would undoubtedly do well to be the last to lay aside old, long established policies of service.



WM. L. DIEMER,
who has devoted years to the manufacture of wheel goods and juvenile vehicles, and who is a careful student and valued counselor on all phases of merchandising in this line.

No rule of thumb can be devised to show what proportion of old and new makes a judicious merchandising mixture. Each dealer must work that out for himself. There are two important considerations which help one to arrive at the proper conclusion: always remember that quality counts first; then study each customer, or group of customers. Some will always like articles that are reliable in workmanship, and enduring in use; others will want the latest numbers because they are new; but the majority will appreciate the unvarying quality of the merchandise you sell them.

New Goods or Methods Must Fit Principles

Once a dealer realizes that quality must be the foundation, he can easily build up his business by being the first to show the new, the novel, and the noteworthy. The satisfaction resulting from such service to his community reacts to make store methods more up to date and progressive. It works out that way invariably from the manufacturer's point of view, and it is logical to assume that the same principles would apply in the case of the retailer.

As an example, our company was the first to put a wheel-steer juvenile automobile on the market in 1903 and receive a basic patent on it. Just as was natural, business in this line was greatly stimulated, for other manufacturers immediately used our mechanical devices and designs. Although these were fully covered by our patents, we did not prevent manufacturers from using them, as we were always ready with new ideas. The trade knew our resourcefulness, trusted our quality and accepted our priority.

Similarly the retailer who keeps ahead of his competition, develops not only his own interest and initiative, but speeds up business in his entire field. Imitators must meet the demand for the merchandise originated by others, or lose much of their trade. An interesting case is that of the chocolate ice cream bar, which confectioners were forced to make or see the profit from the enormous consumer demand go to their competitors.

It is because of this forced imitation of many of your competitors that your community looks to you. Keep in the van, but be very particular to be first in quality, at all times. It is just this thought that we would leave with the merchant: In building your business be sure of superiority, and priority will take care of itself.

MALLEABLE IRON RANGE COMPANY INCREASING FACILITIES AND BUSINESS

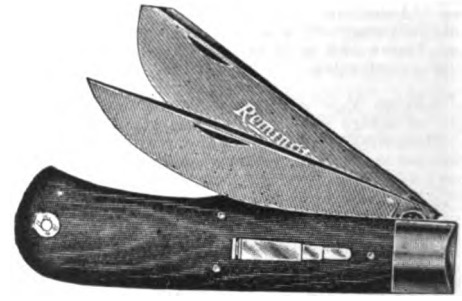
F. W. Rogers, president of the Malleable Iron Range Company, Beaver Dam, Wisconsin, makers of Monarch and Paramount malleable ranges, on August 1st, purchased the interest of A. G. Hill, vice president of the company. Mr. Hill has been inactive in the management of the business for the past two years.

A. R. Gould will be associated with Mr. Rogers as vice president of the company and assumed the duties of this office on September 1st. Mr. Gould was previously connected with the St. Louis Malleable Casting Company, having a wide experience in the manufacture of malleable iron and is thoroughly familiar with the making of stove castings.

Mr. Rogers' acquaintance in the range industry is wide spread, and from Chicago to the Pacific Coast is well known throughout the hardware and furniture trade. His association with the Malleable Iron Range Company covers a period of 20 years, and previous to the last ten years made many trips to the Pacific Coast in the interest of the company.

For many years Mr. Rogers has been actively engaged in the stove and range industry and prior to his association with this company represented two of the oldest and most widely known stove and range manufacturers in the country.

The Malleable Iron Range Company operates the largest and finest equipped malleable range plant, and at the present time are building an addition to the large plant, as well as remodeling other departments to efficiently handle the increased sale of Monarch malleable coal-wood ranges and Paramount malleable gas-coal ranges.



A NEW REMINGTON HUNTING KNIFE

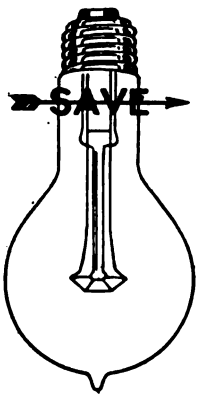
Remington Arms Company, Inc., has just placed on the market a new hunting knife.

The knife was designed to meet the exacting requirements of big game hunters, campers and trappers. It is equipped with a sticking blade and a skinning blade with round backs—and will stand up under the rough, hard usage for which a knife of this kind is intended.

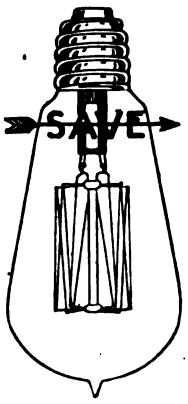
When the blades are closed, the joints at the butt end of the knife are flush and square, which prevents dirt, twigs, etc., from interfering with the motion of the blades. The knife is fitted with a hollow rivet, providing a hole for the use of a string or lace leather thong. The handle is of special design—non-slip grip.

Furnished in stag or cocobolo handles, brass lined and with nickel silver trimmings. Length, 4½ inches, closed.

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SAVE

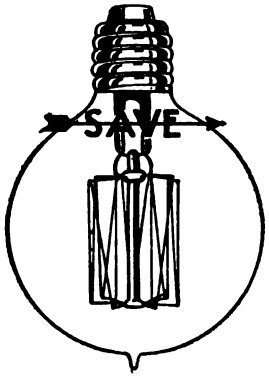


Our growth in less than four years—from obscurity to the largest independent lamp producers in this country—is an endorsement of our policy

"QUALITY AHEAD OF PRICE"

Our plans for the future include features which will establish for us even a stronger position with the leading buyers.

Our proposition is worth asking for.



SAVE ELECTRIC CORPORATION

615-623 Front Street
TOLEDO, OHIO

220-254 36th Street
BROOKLYN, N. Y.

Executive Office, Toledo, Ohio

Pacific Coast Representative:
J. R. O'DONNELL & CO.,
San Francisco - - - Los Angeles



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PEERLESS IN NAME AND USE

The Peerless Level and Tool Co., of Sterling, Ill., have recently added to their line of levels two specials for carpenters' and for masons' use.

The illustration used here shows a carpenter's three-piece level. Tongue and groove construction; the center is pine and the outer edges thoroughly seasoned hardwood, giving the mechanic the service of a hardwood level, but a much lighter weight level.



The small illustration shows the end section or construction of this level. The sections are glued together with a waterproof glue, and have been in use a sufficient length of time to prove their durability.

The No. 6 carpenter's level has a single plumb at each end, the No. 66 carpenter's level has a double plumb at each end, and the No. 333 mason's levels have double plumbs at each end.

The brass binding shown on the illustration below is put on more securely than any other make of the same kind, and there is no possibility of the brass binding pulling over the counter sunk head of the pinion used to hold it secure to the wood.



The No. 55 carpenter's level has single plumb at each end, and the No. 550 has double plumb at each end, and the No. 40 mason's levels are made with double plumb at each end.

ROPE PULL TREE TRIMMER

The Bartlett Manufacturing Co. of Detroit has aroused the interest of the trade in their new rope pull tree trimmer, adapted to telephone and telegraph linemen's work and the clearing of highways.

The special No. 1 has the insulating feature, being operated by a rope and also the easy cutting qualities of the regular No. 1 trimmer. Ten feet of rope are furnished with each trimmer and two 4-ft. sections to lengthen pole to either a 12 or 16-ft. length. The main pole is 8 feet long and has a 14-inch pull lever which increases the cutting power.

BALIN'-WIRE

You can talk about the hair-pin and its wide and varied fame, and of female ingenuity in handlin' of the same;
But for plain and fancy genius—now—the bird that I admire is a tough old Black Hills hombre with a piece of balin'-wire.
You can go from Boyd to Rapid, or from Deadwood to the Gap; Stop at Custer; climb to Harvey; wander all around the map;
Go by rail or trail or roadway where and far as you desire, but there's nowhere you can go and get away from balin'-wire.
You will see it on the ranches, in the mines and at the mills; It's been used for mendin' ev'ry tool that's used around the hills.

SAYING IT WITH CLOCKS

Speaker—"And in conclusion, I ask you to give to your utmost capacity to the sisters for the fund to buy alarm clocks to send out to Uganda to combat the frightful sleeping sickness which reigns there."

And a Kansas City dealer says the world would be better off to thus spend their charity contributions.

The Best Carpenter Saw Made

UNDER the new Simonds Standardization plan that exceptionally fine BLUE RIBBON LINE of hand saws is the one best selection for the dealer. Carpenters and other mechanics select them because they are perfect in temper, grinding, balance and wonderful edge-holding qualities.

Write for dealers special discounts.

SIMONDS

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REMOVAL OF HOPPE PLANT

Frank A. Hoppe, manufacturer of rifle cleaning compounds, and of Nitro Powder Solvent No. 9, announces the removal of his plant to 2314 North Eighth street, Philadelphia, where improved facilities have been obtained in order to increase the output made necessary by the demand for their products.

Every one who uses or sells the products of Frank A. Hoppe recognizes their merit, and they report an increased demand for their lines. They will be glad to give full information to any of our readers upon request.

OIL RANGE FOR CITY USE NOW ADVERTISED

The oil range for city use that cooks with the speed and satisfaction of a gas stove, and at a cost lower than 85-cent gas, is the theme of a big advertising campaign in leading magazines and newspapers to be conducted by the Cleveland Metal Products Co. during the fall and winter months.

The idea of continuous year 'round advertising of the oil stove is new in the oil stove business. The idea has prevailed that selling these stoves was a summer business, but the Cleveland Metal Products Co. reports that the invention of the new Superfex burner that cooks with the speed and satisfaction of a gas stove has created a consumer demand that has already exceeded the normal cook stove season and is going strong in the fall, and will continue through the winter months.

This idea of seasonal selling activity is settling down to a year 'round demand, much to the satisfaction of hardware dealers. This creation of a larger and more steady market is a direct acceptance on the part of the buying public that the oil range has taken its proper place in the cook stove field, and is giving the utmost in cooking service at very low cost.

THE NEW MAYTAG GYRAFOAM WASHER GETS THEM ALL

"Tempest in a Tub" already has won firm foothold in washing machine field.

"That," according to Mr. L. B. Maytag, "is exactly the condition wherever I go. The unusual action of the water is so different that it at once attracts attention. No greater demonstration proposition has ever been seen in the washing machine field.

"And that is why it makes such an immediate impression upon dealers. They recognize at once that with this demonstration the Maytag Gyrafoam gives them one of the best selling propositions in the field.

And a feature of equal importance is that this remarkable water action is but the physical evidence of a wonderful washing action. No woman can look down into the swirling, tumbling "Tempest in a Tub" which is produced by the Gyratator, without realizing that it will wash clothes.

"Therefore you have in this new principle of washing a real winner. It gives a machine that can be demonstrated with deadly effect and which gives washing service just as effective.

"Thousands of dealers are now showing this latest Maytag product and everywhere the reaction is the same. Present indications prove that in this Gyrafoam principle we have perfected the ideal machine from the dealer's as well as the housewife's viewpoint."

NOVEL SOLDERING KIT

The Lenk Manufacturing Company of Boston, Mass., are putting on the market a marvel soldering kit complete for making radio hookup. It is practical for all types of soldering and is ready for instant action.

They shall be glad to give full information to any of our readers upon request. You will find this a rapid selling article.



It Hangs Just Right

Simonds Manufacturing Co.

"The Saw Makers"

Portland, Oregon
Seattle, Wash.
San Francisco, Cal.
Vancouver, B. C.

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GEORGE L. PRICE



A. S. GIFFORD

REPRESENTING MANUFACTURERS AFTER THOROUGH EXPERIENCE

If the two principals in the newly-formed George L. Price Co. are worthy, each of his first teacher, there should be no limit to their achievement, for the one started directly under E. C. Simmons, dean in the Southwest, while the other received his personal instruction of A. C. Rulofson, dean in the Far West.

Although the business will be conducted under Mr. Price's name, Mr. Gifford is a full partner and has been instrumental in effecting arrangements with a number of the standard manufacturers of tools, wrought steel, heavy and general hardware, whose lines the new firm is handling. Some of these lines have been represented in the territory previously, some are new factories, and some are being introduced to Western buyers for the first time.

If there were an "Over-a-Score-in-the-Trade" club

LENK AUTOMATIC BLOW TORCH

SELLS
The Way It Works

Absolutely Automatic



¶ Needs no regulating or adjusting.

¶ Just load both cylinders, put a match to the wick, and in a few seconds you'll have a needle point plame of 1400 degrees Fahrenheit.

Size 5½x2x⅞

It Sells Like a Flash at $2.00 From a Handsome Counter Display

¶ There's hardly a mechanic, electrician or home tinker that will not want one the moment they see it. It's a handy, needed tool of unlimited application. Operates on denatured alcohol.

¶ Fully guaranteed and non-leakable.

Ask Your Jobber About it

THE LENK MFG. CO. - BOSTON, MASS.

REPRESENTATIVES:

D.-S. SALES CO., Denver, Colo.

Western Coast — RICE-HITT COMPANY, San Francisco, Los Angeles, Seattle

SCHOEN BROS., Louisville, Ky.

NOTE TO JOBBERS AND DEALERS: This torch, like all good things, has been imitated by poor infringements. Avoid all substitutes—Remember the original—"THE LENK AUTOMATIC TORCH."

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among Western hardware men, as there perhaps should be, both Mr. Gifford and Mr. Price would qualify, for despite their youthful appearance, and the young vigor that is characteristic of their activities, both have been over 20 years in the hardware life of the West.

George Price grew up in St. Louis and, like so many boys in that great center, he turned to hardware for a job. He was just a youngster, and had the good fortune to start as office boy for Mr. Simmons himself, where he was taught to do things exactly and with precision, yet always with a thought to the future. The boy was shown that papers could be arranged and pencils sharpened with the same spirit that built trade empires and guided the great organization.

Mr. Simmons took a particular interest in the boy, sent him to night school for two years after he showed an ambition to climb in the hardware business. The next move was into the stock, then into the office, on city sales and finally on the road as an extra salesman. All this while there was the constant opportunity to learn from fellow-employes, executives, competitors and plain experience.

The Simmons Hardware Co. made the mistake of sending the bonny young salesman into the Far West for a trip, and he was so captivated by conditions there that he determined to stay. Resigning his position, he joined Baker & Hamilton in 1900, and for over fifteen years was sales representative for them in various important territories and capacities. Four or five years ago he temporarily left the trade for other sales work, but his heart was in hardware and he rejoices in getting back among his own.

Mr. Gifford's story is not unlike that of his associate. He has the distinction of coming into his appreciation of true steel and keen cutting edges through an early experience as a butcher. After finishing high school he earned his $3.00 a week as an apprentice and soon was a journeyman behind the block. The kind intervention of a strike put him out of work, and he turned to a strikeless business when he entered the house of Baker & Hamilton, twenty-two years ago. From his first clerkship he was placed under Mr. Rulofson as assistant tool buyer and laid the ground work for his intimate knowledge of tools and purchasing.

Later he was sent on the road and for twelve years he was a member of the sales department, all the while a close friend and fellow-worker with Mr. Price. Three years ago he returned to the tool purchasing department and has served the Baker, Hamilton & Pacific Co. as head buyer in this capacity until his resignation, the first of last month.

The headquarters of the Geo. L. Price Co. are in the Atlas building, San Francisco, from which point they cover the trade from Denver west.

SOUTHERN CALIFORNIA ASS'N MEETS

The Southern California Retail Hardware Association is the new name adopted at the recent semi-annual meeting of what was formerly the Southern Division of the California Retail Hardware and Implement Association. The two have been separate associations, working in close harmony and co-operation, and the new name will make it more clearly understood that there are two organizations in the state, according to Secretary H. L. Boyd of the Southern group.

The recent convention was held at San Diego, on September 2. The date for the annual convention was set for February 27 and 28, at Fullerton, to conform with the schedule of Western conventions, which makes one follow the other. Hurum E. Reeve of Torrance is the live wire leader of the association.

"I see young Richleigh, the Kalamazoo hardware salesman, has given his limousine to a well-known actress." "I suppose that is his idea of hitching one's wagon to a star."

RAMSDELL
Hand Vise Lathe

The Machine Shop in a Box

A PRACTICAL HAND LATHE



CAMPBELL MFG. CO.
WORCESTER, MASS.

Coast Sales Agent:
M. G. JONES CO.
593 Market St. - San Francisco, Cal.

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ADVISE PLACE ORDERS NOW

The Star Heel Plate Company, Louis Sacks, Inc., Newark, N. J., manufacturers of the well-known Star heel plates, guaranteed lasts and stands, improved cobbler sets, advise the trade to place their business immediately for fall requirements.

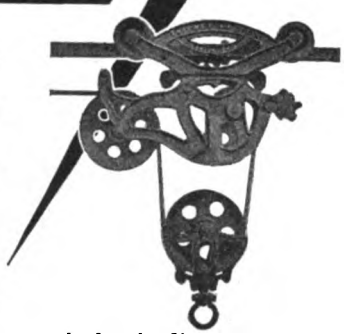
The iron and steel market is getting stronger and (due to the railroad conditions, etc.) in order to insure customers having a supply for their fall requirements, orders should be placed now.

This firm reports an increasing demand on well-known Star heel plates, guaranteed lasts and stands, cobbler outfits, etc.

Their latest catalog and price list will be sent at your request.

NEY

Ney's No. 175 7-in. Sheave Roller Bearing Carrier Uses Flexible Steel Cable



Runs on Ney's Double Angle Steel Track

Ney's No. 175 Carrier is the lightest draft fork Carrier made. The draft wheel and the wheel in the lifting or fork pulley are seven inches in diameter and revolve on extra large roller bearings of hardened steel. Made of malleable iron, heavier, larger and stronger for extra hard use and heavy work. Carrier allows the lifting pulley to be carried as near to the track as other carriers using small sheaves. Contains no springs, operating on gravity alone. The lifting pulley locks into the carrier on its axle and is free to swing to a horizontal position very near to the track and fills the mow closer to the comb of the roof than any other carrier with large draft wheels. Sheaves are made to use ⅜ to ½ inch flexible steel wire cable in place of rope.

Write for Catalog No. 25 and free copy of booklet "Ney's 7 Ways to Bigger Hay Tool Sales."

Ask Your Jobber

THE NEY MANUFACTURING CO.

Established 1879

Minneapolis, Minn. CANTON, OHIO Council Bluffs, Iowa

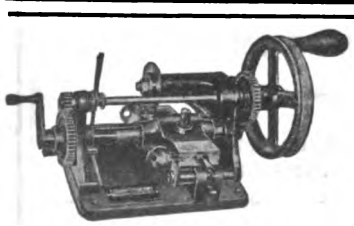
"PHILADELPHIA"

LAWN MOWERS—Hand, Horse, Motor

Largest Makers of High-Grade Lawn Mowers in the World

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut St. Philadelphia, Pa.



With the——

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.



NEW "RED DEVIL" EASEL CARD

An innovation in the form of an easel card has been put out by Smith & Hemenway Co., Inc., Irvington, N. J., manufacturers of "Red Devil" tools and hardware specialties. The card goes with every order of one-half dozen lot of "Red Devil" pliers.

These easels come in the following sizes, for 5. 6, 7, 8 and 10 inch pliers respectively: 3½x5⅞ in., 4½x6⅞ in., 4½x7¾ in., 4⅝x9 in., and 5¼x10½ in. They are made of heavy cardboard, with a strong easel back for displaying in an upright position. Attractively printed in three colors—blue, yellow and red. A space is left for marking in the retail price.

Two metal clips which go with each easel make it easy to mount the tools on the boards.

Dear Editor: My little boy has worms. What will help him?

Answer: Feed him lots of fish—they like 'em.

"What kind of a girl is Bob's sister?" "Well, she rolls 'em." "Now, if you mean socks, she's fashionable; if you mean bones, she's plus ultra; if you mean cigarettes, she's impossible."

Genuine Hunter's Sifter



Imitated But Never Equalled

The Standard of the World Since 1880

THE FRED J. MEYERS MFG. CO.

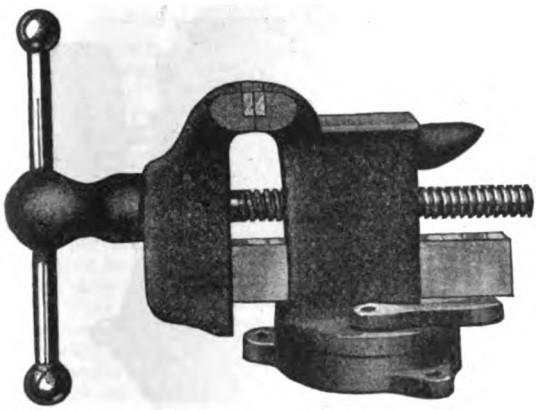
HAMILTON, OHIO

HUGHSON & MERTON, INC., Representatives

San Francisco, Cal. Portland, Ore.

Los Angeles, Cal. Denver, Colo.

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MACHINIST VISES AT CLOSE FIGURE

The American Scale Co., with sales headquarters at Kansas City and main offices and factory at Pleasant Hill, Mo., announces a new line of machinist vises which is said to combine quality, utility and close price in appealing to the jobbing and retail trade.

Coming from such an organization as that of the American Scale Co., with its accomplishment in the production of scales, anvils, vises, tire shrinkers, pump jacks, feed cookers, tank heaters, land rollers and a variety of hardware specialties — naturally the new machinist vises will receive more than ordinary consideration from the trade.

Of particular interest are the plain and swivel base vises, which are stocked by hardware and accessory jobbers throughout the West. This is a particularly well made tool, with the bar and vise screw of steel, the latter with machine cut threads, while the jaw and body are of semi-steel. It has an unusually attractive finish in black enamel, trimmed in red, and the jaws as well as the face of the handy anvil at the rear are polished.

Both the plain and the swivel base vise are made in three sizes, Nos. 2, 3 and 4 having jaws with width 2¾, 3¼ and 4¼ inches respectively, opening 2½, 3 and 6 inches respectively. The company states that they are offering these to the trade at an unusually close price so that they can be offered to the consumer at an attractive figure, making them ready sellers. This is an especially valuable vise for home and garage use, and the swivel base vise with jaws faced with hard tool steel, knurled on the face, makes an attractive buy for any machine shop or constantly-using mechanic.

Mrs. Brown: "I wish you had an open mind."
Brown (a Cleveland dealer)—"But you tell me to shut up every time I try to express it."

Almost time for

NORTHLAND SKIS

Northland Ski Manufacturing Co. Northland Ski St. Paul, Minn. U.S.A.

World's Largest Ski Manufacturers

Be prepared with a complete stock of the finest quality skis in the world—The blue trade - marked Northlands will double your sales—mail your order today.

Catalog of Skis --- Snowshoes --- Toboggans and Accessories on request

NORTHLAND SKI MFG. CO., 26 Merriam Park, St. Paul, Minn.

The WALL "DREADNAUGHT"



Six Hardware Dealers Wrote Us:

"None better. Mechanics buy them on sight."
"Sold them ever since you started making them and never had one returned."
"Liked best by electricians as they will not blow out in wind."
"Sold this Torch for eight years and am well satisfied."
"Satisfactory in quality and price."
"Best we ever used or sold."

Write for Catalogue, Prices and Discounts.

P. WALL MFG. SUPPLY CO.
Pittsburgh, Pa., U.S.A.

WALL PRODUCTS for INDUSTRIAL USE



Peerless No. 3 — One-Piece Pine Level

Large White Painted Oval Sights, Permanently Marked Vials and other redeeming features have made Peerless Levels very popular among mechanics.

Peerless Levels for Masons, Plasterers and Carpenters are made of Pine and Hardwood, some are Brass Bound and some are 3-piece, made with Pine Center and Hardwood Edges. Cut above shows a 3-piece Mason's Level. Cut below shows a Brass Bound Carpenter's Level with Double Plumb at each end.



Peerless No. 550 — Brass Bound Carpenter's Level

Mason's Levels 42" and 48"
Plasterer's Levels 12", 14", 16", 18" and 20"
Carpenter's Levels 24" 26", 28" and 30"

If your Jobber does not have them, ask him to order for you, or send us your order and mention your Jobber's name and address. Catalog and prices furnished upon request.

THE PEERLESS LEVEL & TOOL COMPANY - STERLING, ILL.

Coast Representative: D. EDWIN HARRIS, 416 Bellevue Avenue, Oakland, California

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NEW AMERICAN KAMPKOOK STOVE

We present herewith an illustration of a new addition to the American line of Kampkook stoves. This is to be known as the No. 14. It is a three burner stove equipped with iron grates and has all the well-known and popular Kampkook features, such as master burner, which, when lighted, produces gas for the second and third burners, which may be turned on or off like a gas stove. It also has the removable tank, the tank being placed inside the case when the stove is not in use.

A novel feature and a great convenience of this stove is the construction of the legs. This brings the stove to a comfortable working height of 27 inches. The legs are detachable and pack inside the case when the stove is not in use, thus requiring no extra room.

Kampkook No. 14 will no doubt be popular with tourists, because it may be used either with or without the legs when traveling and may be set up and used like a regular gas range in the camp or cottage.

The fuel tank holds a half gallon of gasoline.

Attention is also called to the wind shield, which is an important feature. The stove folded measures 4 x 11 x 26 inches.

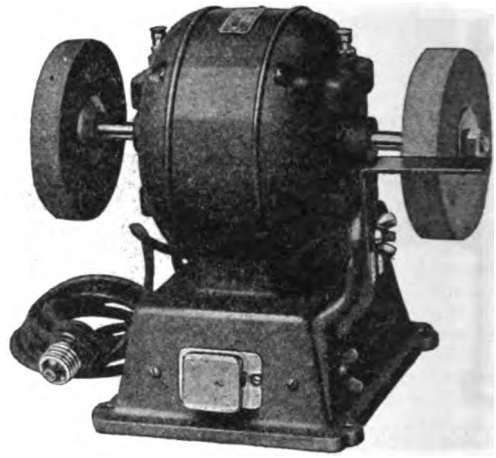
Kampkook No. 14 can also be purchased with low legs, which brings the top or cooking surface of the stove ten inches from the ground.

Dealers and jobbers should write the manufacturers, the American Gas Machine Company, Albert Lea, Minn., for further particulars.

O. R. GESAS REPRESENTS SEGAL LOCKS

The Segal Lock & Hardware Co. of New York announces the appointment of O. R. Gesas as Western representative to direct the sales as well as the installation of Segal Jimmy-Proof locks, latches and bolts and Segal cylinder padlocks.

The organization, under Mr. Gesas' direction, is now placing in the hands of the trade the two display boards furnished by the manufacturers, which carry the entire Segal line, and make sales from the counter. His headquarters are at 682 Mission street, San Francisco.



NEW LUTHER BENCH GRINDER

Luther Grinder Manufacturing Company, of Milwaukee, are now making deliveries of their new No. 345 electric bench grinder.

The motor is made especially for this grinder by the Emerson Electric Manufacturing Co., of St. Louis. It is the clutchless ventilated protective type with split phase windings that cut off at full speed. It has no brushes or commutators to give trouble. Bronze bearings with wick filled oil wells insure long life and perfect lubrication.

The motor is equipped with one 5x1x1 Dimo-Grit wheel (the wheel for steel) and one 5x1x1 felt polishing wheel.

The switch is made by Cutler-Hammer and ten feet of cord and plug makes it easy to attach to a light socket. The motor is ¼ h. p., single phase, 110-volt. 60 cycles, 1750 r. p. m. The special flexible shaft attachment makes it an ideal unit for grinding hard-to-get-at jobs. For price and complete information, any reader should write Luther Grinder Manufacturing Co. Milwaukee.

KING COLE BRUSHES INCORPORATED

Many a fellow has died or been exiled in a vain attempt to be king. Most men with ambitions in that direction would despair of success in the United States. Let them cheer at the coronation of King Cole.

As a boy he was just a plain Cole, a Cinderella among the embers. His friends began to call him "King," and after his acquaintances and neighbors and customers and competitors took it up, there was nothing else to do but to become "King" in fact as well as in name. So the court has crowned him, and so be it.

With the great growth of the brush business under his direction, the former Cole Brush Co. has been discontinued, and with it the line of Tottle-made brushes, which they formerly represented. A new company has been organized, King Cole Brush Co., Inc., which will be exclusively wholesale factors and Western representatives for a complete line of special-made King Cole brushes. Mr. Cole will be active manager, and associated with him as stockholders are some of the most substantial business men of the West. The new company's headquarters are at 63 First St., San Francisco.

Parson—"And which of the parables do you like best, my child?" Johnny (whose father sells fishing tackle at Memphis)—"The one where somebody loafs and fishes."

"I guess my daughter has taken a course in housework at college." "Heh?" "She writes that she is on the scrub team," said her doting father, a hardware man of Springfield.

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MACHINE SHOP IN A BOX

The Ramsdell hand vise lathe, manufactured by the Campbell Manufacturing Co. at Worcester, Mass., is in very fact a "machine shop in a box," just as announced by the makers. For the car owner, farmer, mechanic or for any man who has not a fully equipped machine shop at his beck and call, the Ramsdell hand vise lathe will turn out in a few minutes any stud, screw or bolt from 1/16 to 1 inch in diameter. Springs of any pitch may also be quickly wound.

As pictured in the announcement of the company elsewhere in this issue, the device is simple, operated by one man at a work bench equipped with the simplest vise. With the different attachments practically any operation requiring milling, threading or knurling can be quickly and accurately done. It is not the claim of the manufacturers that a precision tool is offered at the list price of $25.00, but work of reasonable accuracy can be easily produced, "saving the situation" and effecting an enormous economy of time and trouble.

It is our suggestion that this tool offers a two-fold opportunity to the hardware trade: It is a readily saleable item which many a customer would be interested in. Furthermore, it will prove most useful to many a dealer in his own service and repair department, where he is called on for odd size bolts, screws, studs or springs.

In the West, the Campbell Manufacturing Co. is represented by the M. G. Jones Co., 593 Market street, San Francisco. Mr. Jones has been known to Western hardware buyers for many years in his former connection with T. H. Speddy & Co.

BUCKNER RAPID SELLER SPRINKLER

The Buckner Manufacturing Company, of Fresno, manufacture a variety of lawn sprinklers, fertilizer and insecticide distributors that are most popular wherever used.

They are in position to quote attractive prices and the agency for their line is a most desirable one.

They also make what is known as a putting green sprinkler, which is used by most golf courses throughout the West. Their sprinklers are most economical both in time, water and labor, and wherever they have been used they have given excellent satisfaction.

They will be glad to give full information to any of our readers upon request.

A CATALOG FULL OF BUSINESS OPPORTUNITIES

The Champion Blower & Forge Co. of Lancaster, Pa., having just issued their new 300-page catalog, will gladly, on request, send this new issue, which is very complete and covers the field of blowers, forges, drilling machines, screw plates, grinders, shrinkers and automotive equipment very thoroughly.

The field today on this class of goods is unlimited, as they are used wherever iron and steel is worked, or repairing is being done. They are today used by garages, farmers, ranchers, industrial plants, manual training schools and blacksmiths. Never before was there such an opportunity for the sale of this class of goods.

Are you awake to the possibilities on this line? Look around in your neighborhood and you will see the farmer, ranches, garage and the industrial plant doing their own repairing. Are you getting your share of this business? If not, put some samples on your floor and reap the profit that belongs to you.

Va.—"Old Dominion," "Mother."
Wash.—"Evergreen," "Chinook."
W. Va.—"Panhandle."
Wis.—"Badger," "Copper."
Wyo.—"Equality." (Suffrage Pioneer).

BUILDING BOOM BOOSTS BUTTS AND BOLTS

The entire nation is rallying to a building program which in many localities takes on the proportions of a boom. Dwelling houses have very generally become scarce on account of suspended construction during the war years. Office locations in many cities are too few for the demand, as well as warehouse space, stores, factory sites and buildings for very nearly every purpose.

In spite of strikes and labor disturbances, in spite of the frequent inefficiency and indifference of labor in the building trades, in spite of the continued high cost of essential raw materials in building, a visitor in any city of the West and South is impressed with the building being done. It all illustrates the triumph of economic laws over artificial handicaps, as well as the indomitable spirit of the American people.

New building and construction is the hardware man's best friend, for it means a big initial order and continued follow-ups. If he follows through until the time a family settles in a new house, for instance, they buy household goods and utensils, handy tools, garden implements and supplies from time to time. Every new building of any kind should be considered a definite prospect and follow-up. Losing the order for the rough or finish hardware is nothing if the steady trade of the new occupant can be secured.

Live hardware merchants watch the building permits with a hawk-like eye, they know the contractors and architects, they keep their eyes on newly married couples, and they try to make the acquaintance of persons newly arrived in the community. These are all ways of getting a share of new building business.

Illustrative of the possibilities in going after the business in connection with the construction projects is the contract recently awarded the Union Hardware & Metal Co. for the finishing hardware on the new six million dollar Biltmore Hotel, designed as the largest and finest hotel on the Pacific Coast.

The Biltmore will contain about a thousand rooms, and the builders' hardware will be specially designed by P. & F. Corbin Co. for this job. This is the third large building constructed by the backers of this project, and the Union Hardware & Metal Co. has furnished the hardware for all three buildings.

LATEST DEVELOPMENT IN COMBINATION RANGE CONSTRUCTION

A newly designed combination is now being introduced to the trade. It is an addition to the Paramount malleable line of gas-coal ranges, manufactured by the Malleable Iron Range Company, Beaver Dam, Wis.

Many improved and recently developed features distinguish this Paramount range, and its design is an entirely new feature in combination range construction. It combines the cabinet gas range equipment with a standard coal range to occupy no greater floor space than the average gas range. The fact that the oven and broiler are located at the side of the cooking surface is an item of convenience appreciated by every housewife.

In line with the fundamental features common to other Paramount models, no attempt is made to heat one oven with two fuels in this new style gas-coal range. A separate oven is provided for the use of each fuel.

The Malleable Iron Range Company is well known throughout the trade and industry, having manufactured for 22 years Monarch malleable coal and wood ranges. Paramount malleable gas-coal ranges are manufactured in the same plant in which Monarch ranges are built, where every facility for the construction of quality ranges is to be found.

Sam A. Ball has taken over the hardware business of the Garber Lumber Company at Garber, Iowa.

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RESPECT AND DIGNIFY YOUR BUSINESS

Does the average plumbing and heating salesman have enough respect for his work? After all, when it is done in the right way, has anyone a more important job? Not only is he selling most necessary and essential commodities affecting health, comfort and conveniences of the public, but as a salesman he is the greatest opener of ways in which we can be useful to one another.

If a salesman has something that he thinks is needed, he comes to me with it, no matter how remote a place I live in. If I do not know I need it, if it will save me trouble, give me a better business, or a more comfortable home, and I have not realized that it will, he does not rest until he has awakened me to these new possibilities.

More and more is it the custom of a good salesman to see that I do not get the thing he has to sell unless I really need it.

There is no kind of a citizen who does more than the salesman to remind men and nations how necessary they are one to another, if they are to enjoy the fullest comforts and get the most out of life. There are still traveling men who will sell just to get orders, regardless of the buyer's interests, but they are not salesmen. The real salesman is after big game. He is after satisfaction and the progress that only comes to a man through servability.

If he is selling the public, he serves that public's interest so well that they in turn become salesmen for him. If he is selling a dealer, he sells the dealer so completely that the dealer in turn is enabled to sell the consumer.

This latter thought is one of the most essential qualifications for a plumbing and heating salesman. He is dealing generally with a type of business men that must be taught salesmanship. Therefore he must bring to his customer ideas and plans that will enable his customer to successfully dispose of his goods to the public.

He must teach him how to find the man who does not think he needs plumbing and heating service. He must teach the dealer how to convince the prospect he has found to believe that he needs plumbing and heating appliances. As a third step, he must teach his dealer how to close the sale. Then and only then has he fulfilled his duties as a salesman.

Which shall win: Appetite or aspiration?

A big brain, like a big bank roll, is of little use unless put to use.

Just start a public investigation of tenement conditions in your own city and you will realize how much business you are losing.

"If every person everywhere would bathe every day, tuberculosis would disappear from the face of the earth," says Sir James Creighton Brown.

If your business is in a manufacturing community, you can prove to the industrial executives that proper modern factory fixtures will pay for themselves in the increased efficiency of the employees.

It sounds unbelievable, but statistics show that there are 17,000,000 homes in the United States without bathrooms, while only 5,000,000 have bathrooms. What are the relative proportions in your city?

Isn't the fact that there are 48 different bacteria in the mouth of the average individual sufficient sales argument for a dental basin or lavatory in every private home, just as they are installed in Pullman cars?

Every time a plumbing, heating or sanitation man takes part in a public move for better housing, more stringent factory laws, public health campaign, tenement inspection laws or similar movements for the public good, he is helping his own business also.

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LACK OF SUPPLIES ONLY RESTRICTS TRADE

Editor HARDWARE AND PLUMBING WORLD:

Were it not for the handicap in getting supplies on the lines which we handle, we believe that this year would be a banner one, as far as the bulk and tonnage of merchandise goes.

Just exactly how it is going to turn out is rather hard to determine because of the lack of supplies and poor transportation. But there is no doubt that the situation has improved quite generally and apparently the business in our line is growing stronger all the time and it would seem that the buying movement would continue for at least a year or two to come.

Very truly yours,
THE PEERLESS PACIFIC CO.
Portland, Oregon. By W. Babson

In almost any fight, the other fellow is scared as badly as you are.

A chronic kicker always gets what he doesn't want—enemies.

Don't worry, but if you do, don't worry others with your worries.

Everybody should have a hobby, but he need not ride it in the public square.

NYE PHILOSOPHY TYPICAL AND TRUE

Editor HARDWARE AND PLUMBING WORLD:

Knowing business and trade conditions is a good deal like knowing a girl; you think you know all about 'em, and then some day they jump out of the car. So I hesitate to predict.

While this is being written, Capital and Labor are getting together, one with an injunction and the other with a brick; but I hope by the time this is printed they will have had enough. The rest of us have had more than enough.

I remember what Charlie Cominskey told the fan when rain interrupted the ball game: "Do you think it will stop?" asked the fan. "Well," said Commy, "It always has." I think the strike will end. It always has.

One thing is sure: that the strike, or strikes, have not increased the production of the things we buy, and that it is fair to assume we will buy in increasing volume when the country gets back to work. Likewise a period of decreased production followed by an increased demand, have never lowered prices to any great extent.

Your buying policy, I suppose, all depends on whether you think the strike will end or not. It always has. Yours accordingly,
Chicago. H. G. NYE.

Any fool can see with his eyes, the wise man strives to see with his brain.



No. 208 Torch — List Price, each, $17.00
Ask for Discount

It Pays to Buy Good Torches

Improved Double Needle Torches save time and fuel. Over 300 degrees more heat is produced, as the gas is superheated and properly mixed with the air in a new way and 60 per cent of all Burner troubles overcome. **Both Needles are blunt,** which prevents forcing the gas orifice, as with other makes having sharp pointed Needles. Upper Needle cleans orifice, lower regulates. They are the latest and best made. Jobbers supply at factory prices. Write for catalogue.

CLAYTON & LAMBERT MFG. CO.,
10611 Knodell Avenue, DETROIT, MICH., U. S. A.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durabla { Valve Discs, Rod Packing, Sheet Packing, Union Gaskets, Gauge Glasses

Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers

PLUMBING, HEATING AND STEAM SUPPLIES

80-82-84-86 Front Street, Portland, Oregon

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Getting the Public's Respect

Future Problem of the Sanitation Industry Is to Raise the Personnel of the Trade so That the Confidence and Good Will of the Nation Will Take the Place of Ridicule and Innuendo

(By C. B. Nash, Standard Sanitary Manufacturing Co.)

IN THIS very great country of ours every town and village points with pride to its monuments. These monuments mark occasions great and small, mostly great, from the discovery of this country down to the present time.

Among other places of interest marked out and set aside that all may see is Plymouth Rock; and this particular monument suggests a little figure to me. Plymouth Rock is famous because it was the landing place of the Pilgrims who set out from the old world to find liberty and pursue happiness in this great country. Only a tiny bark set out to make that journey across the Atlantic, but because the Pilgrims used this rock as a landing place, I presume as long as our country lasts that landing place shall be preserved.

Half a century ago a certain other craft, which for months had been under construction and under preparation, set out upon a journey to effect something practically monumental and even momentous in the history of this country and all other countries. The good men who manned that vessel, the good ship Sanitation, brought her into port, discharged part of the cargo and left there the gifts of what we call Sanitation.

Still no monument marks their landing place; no great number of people came with open arms to welcome them, and no tablet is enshrined to mark the time and the place of their landing. They went from port to port in this craft, and from that first voyage the great work grew, and the increasing cargo called upon new and larger vessels.

Every decade sees this craft and the number of its great navigators doing an ever increasing work, doing a really monumental work. The sad part of it is that there are no monuments to mark the day on which it sailed into port. It seems all to be just a matter of fact, and that is greatly to be lamented. With all due respect to many of our monuments, many epics in the history of our country, no craft bears a fame or bears a name more important in this country and the world at large than "Sanitation."

Why no monuments? Why do men come and go, always leaving a mark, always accomplishing their mission in this country, the mission growing larger and larger, more important, and still the names of the crew are not marked out as the crews of many other ships.



C. B. NASH,
Advertising and Sales Promotion Manager, Standard Sanitary Manufacturing Co.

Mr. Nash is not the usual advertising man who has picked up a little information and a smattering of knowledge concerning the particular line or business he is advertising.

Twenty years ago he was a plumber's apprentice, the master in his case being his father, who was and still is the proprietor of a progressive and prosperous plumbing and heating contracting establishment. Every thought in Mr. Nash's mind during his first business years was of the plumbing business, for he was preparing to take over his father's business eventually.

So thorough was his search for facts, so eager his quest of new ideas that he attracted the attention and interest of the officials of the Standard Sanitary Manufacturing Co., whose fixtures he had introduced and sold with such ingenuity.

The story goes that in the early days of modern sanitation, when a plumber's advertising often stopped with the sign over the door, and when sales promotion was the salesman's cigar account, the Standard management undertook a preliminary campaign to make better merchants of their dealers. When their representative visited Nash & Son, they found there a young man who was better posted, doing better work, and getting better results than the Company on its national campaign. With typical broadmindedness they saw that they well might "consider his ways and be wise."

Forthwith C. B. Nash joined the Standard organization at Pittsburgh, and has since become one of the leading advertising men in the industry. The Standard Sanitary campaign is the best index to the mental size of its manager and author, for the popular magazines have carried visions of modern bathrooms in natural colors to millions of people all over the world.

Advertising and sales promotion are inseparable in his mind and are one department with the Company. Under the latter head come the model display rooms which are being installed in central locations in the large cities. Here up-to-date fixtures and installations are brought to the attention of the public, in ideal surroundings of marble, mahogany, ivory and the finest hangings.

Sanitation the Key to City Life

Sanitation is one of the greatest benefactors in the world, and if we liken it to a ship, there is no craft that sails the seas today or that will be able to sail the seas in the future that can compare in importance to public health. The craft has visited countries where people could not live in security, and in a comparatively short time has made them healthful and delightful places in which to live. As evidence of this, take Cuba, the Panama Canal Zone, certain places in South America, and other countries and in parts of countries which it has visited to implant there Sanitation developed in this country.

Could we exist in cities, homes, hotels, offices or factories if they had no plumbing? Just assume for a moment that plumbers from tomorrow on were to be a thing of the past. We could not live. We would have a land ridden with pestilence as it was before

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the settler came off this vessel and put his skill with his labor and material and made all of this existence possible.

Sanitation has to build its own monuments. We hear very little of the pioneers who paved the way or of the very good men who keep the work up. Think of the men who are doing these wonderful things every day—these good plumbers—realize what they do, and then hear them ridiculed; hear them called names because they try to get a living profit. Go to your moving picture theatre and see a picture like "Trouble." There a plumber is made the villainous theme of the whole picture. Why should they pick on the plumber?

Analyzing the situation is very much in order. If we get the people of this country to see the problems of Sanitation, to realize its importance, automatically there should come a rise in the public estimation of all who are engaged in this work, and increase in public confidence. There is no business man, or class of business men, who wear overalls or who dress the best, better than those in the Sanitation industry in this country, and I will back this statement up.

Winning Public's Personal Respect

How can we bring public respect for the individual craftsmen up equivalent to the regard for this giant Sanitation? It seems to me that this is our future problem. The unfinished part of our work is raising the personnel of this entire industry to the point where it will be equivalent to the monumental accomplishment of the industry. The plumber and his associate in the industry will be looked upon then as they should be, instead of being a trade to be ridiculed.

Do not look for the uplifting from the public; do it yourself. It is a big job, and until that job is done you will not be where you should be. We have the utmost reason to be proud of this great industry of ours, and our pride should be reflected in public, popular respect.

I think that the accomplishment of this vision started in Chicago a few years back, when it was my privilege to attend a meeting, the first of its kind, of manufacturers, jobbers, and master plumbers. From that meeting the Trade Extension Bureau had its inception. We found that the other fellow was just as good as we were. We had other meetings, and each meeting showed what we could do if we all set our minds working on the same thing. Trade Extension came out of that meeting.

Industry Organizing Everywhere

As I go throughout the country, one of the greatest pleasures I have is to attend meetings of people in our industry, to hear them talk, occasionally to have the privilege of talking to them. It is enormously gratifying to see this spirit exemplified, to see it grow in every city. Everywhere the purpose is to lift this industry in the public mind, to show the public why the laborer is worthy of his hire, that the plumber is entitled to his compensation. The next move will be the grouping of these missions with the one purpose into a movement which will surpass any other movement in our industry. This movement and this group will become national, will merge all the good things which have come through these gatherings. Then if the public is not willing to build a monument, we can build our own and be justly proud of having done it.

The workmen of today are not so much concerned with (h)ours as with theirs.

At Last---

A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made. Write for prices and particulars.

MANUFACTURED BY

PEERBLOW MFG. CO., Leetsdale, Pa.



Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.

THOMAS SAVILL'S SONS

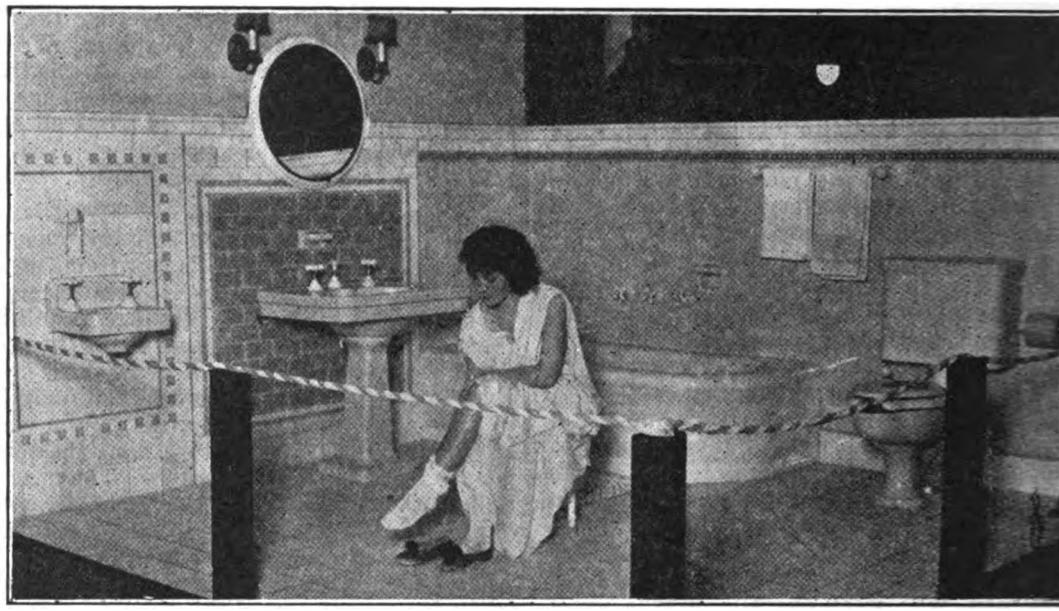
Wallace and Watts Sts. - - Philadelphia, Pa.

Send postal card for catalogue showing 23 styles



Sold by Jobbers of Plumbing Supplies Everywhere

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VENUS IN THE WAVE HAD NOTHING ON DIANA AT THE BATH

It is a rule with display managers that anything moving or alive will always attract attention in a display, whether in a window, on the wall, in the middle of the floor or in a booth.

This "live" display of the Walworth Manufacturing Company at the recent Northwest merchants' convention added tremendous weight to the burden of proof of the aforementioned maxim. When Assistant Manager B. D. Cruickshank tells us that "merchants and buyers from the entire Northwest crowded the exhibit all week," he puts it mildly. Among the 475 exhibitors at this buyers' week it probably took the prize for attendance and interest. The daily mimeographed bulletin, issued by the management of the exposition, referred to the Walworth booth as "Diana at the Bath," and Diny never lonesome.

The model was attired in negligee and was the center of attractiveness in a thoroughly attractive modern bathroom, white, spotless and shining. The reverse side of the booth displayed Walworth valves and unions, and data was at hand on the merchandise so attractively set forth across the aisle.

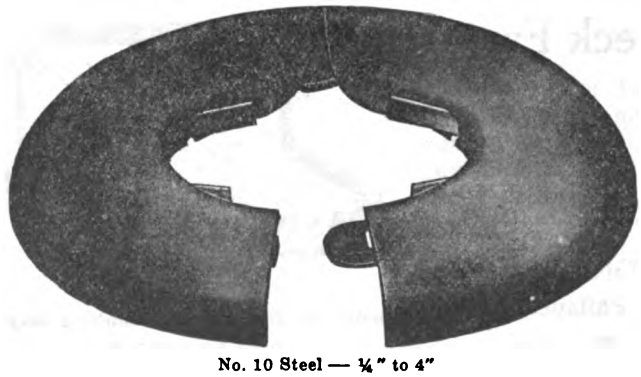
Perhaps this will give an idea or suggestion to some of our enterprising readers who may be faced with the problem of getting up a trade-bringing exhibit. It might even be adapted to window display.

The most precious possession in life is good health. Eat moderately, breathe deeply, exercise outdoors and get eight hours' sleep, and cultivate charm of manner as a business proposition.

WHAT SHE LONGED FOR

"At last!" cried the poor Kansas City hardware dealer, looking at the big check that represented a big sale he had closed. "At last, my dear! Now that we have money, you'll be able to buy yourself some decent clothes!"

"I'll do nothing of the kind!" retorted his wife. "I'll get the same kind of clothes all the women are wearing!"



No. 10 Steel — ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative
FISKE-KRAMER CO.
Hearst Bldg.
San Francisco, Cal.



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OMITTING ONE NAME COST THIS SELLER $445.00.

(Copyright by Elton J. Buckley.)

As I sit on the side lines and watch one business deal after another fall because of the failure to make proper memoranda at the time, I often wish that I had money to print enough signs to go up on the wall before every man in business, reading, "Never call a business deal closed until there is an adequate memorandum of the deal made and signed by both parties." If I had but an infinitesimal fraction of the profit that has been lost through failure to observe this rule, I shouldn't have to practice law for a living or do anything else.

An interesting illustration has just passed under my eye, in which a seller — usually the loser is a buyer—lost $445. Not a large sum, but too much to have lost unnecessarily, and this was unnecessary. Furthermore, this seller knew the need of a satisfactory memorandum, asked for it and thought he got it.

In this case the sale was of cigars. A manufacturer named Ottenberg got an order from the William H. Bailey Cigar Co. for $2,975 worth of cigars of various grades. The order was given verbally, and Ottenberg knew that under the sales law an order for goods of this amount is not enforceable unless part of the goods are delivered, or they are partly paid for, or there is a complete memorandum of the deal, signed by the party to be charged, that is, by the party who is trying to escape. Therefore he asked the Bailey concern for a memorandum and they gave him this:

WM. H. BAILEY CIGAR CO.
Importers of
MANILA AND PORTO RICO CIGARS

Please ship
5,000 Atavio Sumatra Gold Medal, 1-40, $40 per M.
10,000 McKinley Conquerors, 1-20, $35 per M.
25,000 McKinley Cazalores, 1-20, $35 per M.
10,000 McKinley Oroma, 1-20, $50 per M.
20,000 McKinley Londres, 1-10, $25 per M.
30,000 McKinley Lond. Chico, 1-20, $25 per M.
Terms, 60 days net. F. O. B.

WM. H. BAILEY CIGAR CO.

Looks like a fairly complete memorandum of the transaction, doesn't it, and it is signed by the party to be charged.

At the proper time Ottenberg tendered the cigars to Bailey, but Bailey refused to accept them. The report of the case doesn't say why. Ottenberg sued to recover the loss he sustained by the Bailey Co.'s refusal to take the goods, and the latter concern, in defending, stood squarely on the point of law that no complete memorandum of the transaction had been given. Although at first glance the memorandum would seem to be pretty complete—it certainly was in every sense an order for the goods—the court held it to be incomplete because it didn't contain the name of the seller. I quote the following from the decision:

In order to satisfy the statute, it is necessary that the memorandum show who are the parties to the contract, and verbal evidence is not admissible to supply a deficiency in this respect. The memorandum must state who are the parties to the contract, either by naming them, or by so designating or describing them that they can be recognized or identified without fair or reasonable doubt or dispute. It must contain the names as sufficient description of both parties to the contract, not only the person to be charged, but also the person in whose favor he is to be charged. In the case at bar the memorandum does not contain the names of both parties to the contract and does not disclose who is the seller. No doubt both names must appear. The reason is that unless the names of both parties appear, the contract might be foisted upon any one by perjury, which is the very thing that the law was enacted to prevent. The plaintiff, Ottenburg, however, contends that the omission from the memorandum which was signed by the defendants (Bailey Cigar Co.), i. e., the party to be charged, can be supplied by letters which he, the plaintiff, wrote to the defendants confirming the alleged contract. But any subsequent papers which are offered to supplement an incomplete memorandum must either be also signed by the party to be charged, or must be referred to in the incomplete memorandum which was signed by the party to be charged. The note or memorandum in writing of the bargain relied upon as the foundation of the plaintiff's right to recover damages from the defendant does not disclose every fact material to constitute a contract of bargain and sale, and judgment is now entered for the defendant.

What should have been done to make the memorandum complete so it would have held water? Simply this—the Bailey Co. should have addressed the memorandum to Ottenberg as if it were a letter. It would then have contained the names of both parties. Through this small omission alone a perfectly good business deal falls through, and the buyer is permitted to escape from a contract which he certainly intended to keep in the beginning. It seems a harsh rule, yet it is enforced in every state in the union. It is a rule which business people ought to keep before their eyes all the time.

A fellow gets a great kick out of making good.

The only human that can be always happy is one who cannot be disappointed because he always expects to be disappointed.

YOU SHOULD ORDER NOW

your requirements of torches and furnaces for the coming winter. When the cold weather arrives you will then have a stock on hand, thereby enabling you to give your customers satisfactory deliveries.

During the winter there is usually a shortage of torches and furnaces. This is due to the unlimited number of orders placed with the manufacturers. You, of course, know that orders are filled in order of date received.

Then again, if you do not order far enough ahead, the tools cannot reach you in time when shipped by freight. Don't forget, exorbitant express charges cut deep into your profits.

We now have in stock a full line of "ALWAYS RELIABLE" torches and furnaces which is ready for immediate delivery. Place your stock order now and ensure delivery.

Most jobbers stock our line. Others will gladly order for you.

OTTO BERNZ CO. - NEWARK, N. J.

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KEEP DIGGING

To keep digging, anyhow.
To hold the lips fast, and keep digging.
To hold the head up, and quietly keep digging.
To do the very best you can, and keep on digging.
Not to squeal, not to dodge, but just keep on digging.
To wash off the blood, and keep digging.
To call back, "good luck to you," and then go on digging.
To answer, "thank you," and go right on digging.
To whisper, "Lord lead me," and get to digging.
To study the path, and go faithfully digging.
To let the road behind take care of itself, and go on sturdily digging.
To follow the gleam ahead and go on digging.
To fix courage fairly in the forehead, and go right on digging.

* * * *

And then when the dark clouds, and the loved ones fall off, and friends forget, and the stones hurt, and the pick is broken, the heart ready to break, aloneness is unbearable, life scarcely worth living, then stop for a moment and feel in the dark for the old brave pick's point, rake off the mud of doubts and the trash of fear, and the muck of discouragement and unrest, and hopelessness, and stop the clock's eternal ticking of unrest, and get right back to digging; and dig, and dig on, and just keep on digging, anyhow.

You may not get every thing your heart calls for, but sure as God lives you will arrive somewhere!

STANDARD INSTALLING WESTERN SHOWROOM

Contracts have been let and work started on a model showroom and Western sales headquarters for the Standard Sanitary Manufacturing Co. in the heart of the hotel district of San Francisco, at 345 Sutter street. This is in line with the company's sales promotion policy to establish these displays in large cities, both to establish Standard quality in the minds of the community and to educate the consumer to modern, improved sanitary plumbing fixtures.

According to announced plans, the new display room will set a "Standard," not only in the sanitation field but for merchants in all lines. It will be more costly than the New York show room, occupying a ground floor area 33x120 feet with a 25-foot display frontage on the street. The floor will be entirely of Italian marble, while the woodwork will all be mahogany.

Sales Promotion Manager C. B. Nash is directing the installation of this display, while W. H. Lunsmann is his assistant in immediate charge of that department of this branch. When completed the new location will also serve as headquarters for Miss Alice M. Jackson, district manager. Among the 33 branches of the Standard Company, this is the second model show room of this sort to be installed. It will be ready for occupancy about the first of next year.

Be a go-getter, not a goat-getter.



Nye, the Die Man
Pipe die maker to
the American Plumber

"It's a Pipe!"

It may not be in the dictionary, but, in the language of the day, "it's a pipe" means it's a cinch, or, as they say in Boston, a matter of extreme facility.

Anyway, if it's a pipe it's a cinch if the die you use to thread it with is one of these

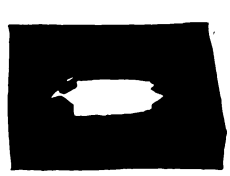
NYE DIES

First, the Nye Die cuts easier than any other, because of the skip-tooth patented principle.

Second, it cuts faster, because it cuts easier. (And it cuts easier because it cuts faster!)

Third, because of the rounded bottom skip-tooth and the high-grade steel, it lasts longer than others.

Fourth, the Nye Die is even better than itself—that is, better than even the Nye Die was a year ago.



Nye Solid Die

HARRY G. NYE

The Nye Tool & Machine Works

108-128 North Jefferson St., Chicago



Nye Armstrong Die

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"POLITICAL" PRISONERS ARE DEPRAVED CRIMINALS

Appeals continue to circulate for the pardon of some of the worst I. W. W. criminals, who were convicted after a fair trial and sentenced to prison for the crime. The testimony taken against these men shows that they believe in the overthrow of our government by force, in the commission of crimes, of sabotage and in all other of the I. W. W. teachings. Trials were held at different places in the United States, and the evidence, as presented to the jury, was so clear that a verdict of "guilty" was promptly rendered.

Some organizations composed of like minded, and others of people who take up an emotional appeal without checking up the facts in the case, have been vigorously supporting efforts to secure the release of these so-called political or war-time prisoners.

Attorney General Daugherty, in response to inquiry on the subject, made a comprehensive reply covering approximately 197 cases. He said:

"It may be stated generally that practically all the prisoners now undergoing confinement for violation of war time statutes belong to the Industrial Workers of the World, generally termed the I. W. W., or to the Working Class Union of Oklahoma. The evidence before the Department shows that some of the prisoners in question, or their co-conspirators, destroyed in the State of California alone, during the years of 1917-18, more than $50,000,000 worth of property. Members of the I. W. W. organization defiantly obstructed the government, during the war, by destroying property and preaching open rebellion against organized government. It is a most serious thought that really good citizens, patriotic and law-abiding, are being influenced by the sophistries of argument and representations made in behalf of these so-called political prisoners, urging their release by proclamation or otherwise. The men, who are still in the penitentiary, were, in most instances, leaders of thought and action against their government. Many of them are confirmed anarchists and avowed enemies of our government, and the interests of civil and religious liberty will be threatened whenever they are released."

The way to success is — Turn to the right and keep going.

If you flirt with Opportunity don't be miffed if you are jilted by Opportunity.

If a man has a hard time keeping his head above water, it is time to get out of the deep water.

Garden Hose Valves

OF

Recognized Quality

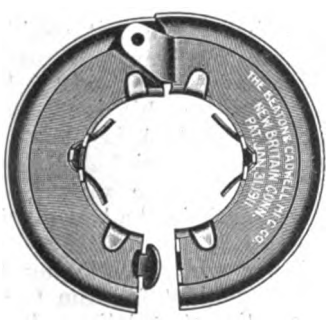
Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco



SPECIFY

"Genuine" Perfection No. 10 Floor and Ceiling Plates

— The Sturdy Plate —

Reinforced by a "Plate within a Plate"

THE BEATON & CADWELL MFG. CO.
NEW BRITAIN, CONN.
New York Warehouse: 234 Water St.



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A USEFUL DECISION TO SHIPPERS AND RECEIVERS OF FREIGHT

(Copyright by Elton J. Buckley.)

The United States Supreme Court has now settled a question which has long vexed business men and their counsel, and which has never been definitely settled by the highest court in the land before. The question is this:

When a consignee receives goods which have passed over two or more railroad lines, and the last line delivers them in bad condition, so that the consignee has to sue for damages, which road shall he sue and how shall he prove which line caused the damage?

The fact that the answer to this question is not clear has kept thousands of meritorious damage suits from being brought. Perfectly conscientious attorneys have said "these goods came over three roads. You have got to sue the first line or the one that caused the damage, for of course no other is responsible. How are you going to tell which one did cause the damage?"

And the shipper or consignee, because of the hopelessness of getting this evidence, has many, many times laid down and taken his loss.

The United States Supreme Court has now said in the case I have referred to, that you can sue the last road, that is, the one that delivered the goods to you in bad condition, and that you do not have to prove that the damage occurred on its line. If the damage did not occur on the last road's line, you can be sure it will go back on the road that it did occur on.

It is also the law, under the Carmack amendment, a law passed by Congress in 1906, that if it is more convenient, you can sue the first road, that is, the road which accepts the goods for shipment. Therefore it is the law that you can sue the road which accepts for shipment, or you can sue the road that delivers in bad condition If the shipment passed over more than two roads, you can't sue any intermediate road unless you have proof that it caused the damage.

In the case which now lays down this rule, a shipment of merchandise was delivered to a railroad in New York for delivery to a consignee in Nebraska. The goods were in perfect condition when they left New York, but were delivered in Nebraska in bad shape. The consignee could get no satisfaction from the railroad, and finally had to sue. Since the goods passed over several roads, and he hadn't the slightest evidence which road caused the damage, he was puzzled how to bring his suit. Finally he sued the last road, the line which delivered. This road defended on the ground that it couldn't be sued unless the consignee could prove that the damage occurred on its line, which the consignee couldn't do, as he didn't know where it occurred. All that the consignee was able to do at the trial was to prove that the defendant railroad had delivered the goods to him in bad condition.

The case went all the way up to the United States Supreme Court, which has just set the matter at rest with the decision that the consignee was right in suing the last road, and that he could get his damages merely by proving delivery in bad condition, without going into the question where the damages occurred. The Carmack amendment was that the first road, that is, the road that accepted the goods for shipment, could also be sued in case of delivery in bad condition, without regard to where the damage occurred, and the Supreme Court holds that there is no inconsistency between these two provisions.

I reproduce the following from the decision:

The single question now presented for consideration is whether, since the Carmack amendment, a presumption arises that the injury occurred on the delivering carrier's line, when goods moving in interstate commerce upon a through bill of lading are delivered in bad condition and the evidence shows they were sound when received by the initial carrier, but does not affirmatively establish where the loss occurred.

We think the common law rule, supported both by reason and authority, is correctly stated in Section 1348, Hutchinson on Carriers, Third Edition: "A connecting carrier, who has completed the transportation and delivered the goods to the consignee in a damaged condition or deficient in quantity, will be held liable in action for the damage or deficiency, without proof that it was occasioned by his fault, unless he can show that he received them in the condition in which he has delivered them. The condition and quantity of the goods when they were delivered to the first of the connecting carriers, being shown, the presumption will arise that they continued in that condition down to the time of their delivery to the carrier completing the transportation and making the delivery to the consignee, and that the injury or loss occurred while they were in his possession."

The petitioner insists that this common law rule conflicts with the Carmack amendment, which requires issuance of a through bill of lading by initial carrier and declares it liable for damage occurring anywhere along the route. But we find no inconsistency between the amendment or any other Federal legislation and the challenged rule.

The suggestion that by imposing additional liability upon the initial (first) carrier the amendment provides an adequate remedy for shippers and thereby removes the necessity for any presumption against the delivering one, and impliedly abrogates the rule, is unsound. They are adequate reason why shippers should have the benefit of both; and we think Congress so intended.

Under this decision shippers and consignees of freight are in a better position to get their rights from railroads than they have ever been before. If goods are lost or damaged en route, the party who has to bring the suit couldn't think at all about where the damage occurred. If it is more convenient for him to sue the line that accepted the goods for shipment, as it would be if the shipper was to bring the suit, he can sue that line, and at the trial all he need do is to prove that the goods were in good condition when accepted and in bad condition when delivered.

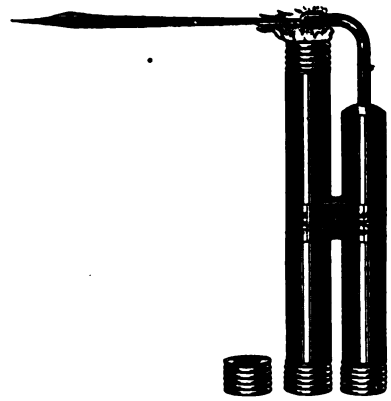
If it is the consignee who is to bring the suit, it will be more convenient for him to sue the last line, that is, the line that delivered, and he can do this without regard to where the dam-

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ge occurred. At the trial he will have to produce the same evidence that the shipper would have to produce, viz.: 1, acceptance by the first road in good condition, and, 2, delivery by the last road in poor condition.

THE MONKEY GLANDS

I keepa da monk and I playa da org
And I maka da plenty mon.
Da monk do da dance and passa da cup
And maka da keeds da fun.
Witouta da monk, I maka no biz
And panic will come instead.
Oh, what will become of Italian boy
When all of da monks ees dead?
Eet maka me sick by da heart to know
They cuta da monk for glands,
And they wil be after my monk, too.
Dees ees a helova lands.
Oh, why not they carve up da hippopot,
That mountains of flesh and bone,
Da lion, da snake or da elephant,
And leave-a da monk alone?
Da times will not be what they used to is
Withouta no monk and cup;
Oh, why not they carve up da poodle-dog
Or some other rich man's pup?
My heart, she ees very sad today.
No song by da night I sung.
Oh, why should they keela my leetle friend
To maka da old man young?



LENK AUTOMATIC BLOW TORCH

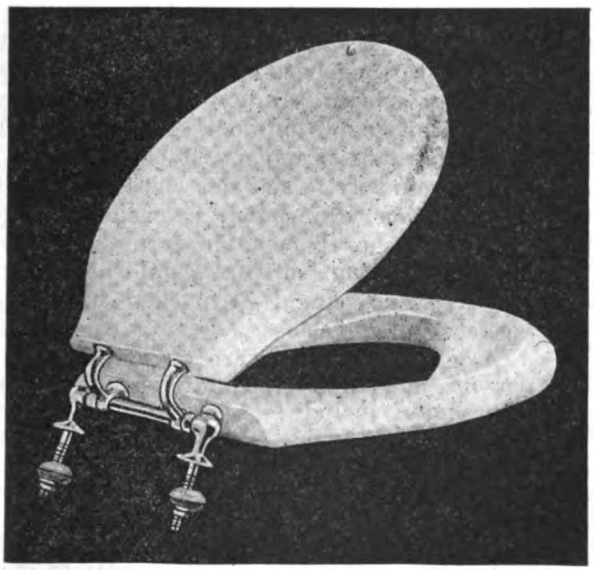
The Lenk Manufacturing Company of Boston are placing on the market the Lenk automatic blow torch, the list price of which is only $2.

They claim for this little torch that it requires no pumping, priming or blowing; it is absolutely automatic and is practical for all soldering jobs. It will generate 1400 degrees heat in ten seconds and can be worked at any angle. It is simple in operation and will last for years.

Electricians and mechanics appreciate the advantages offered in the Lenk torch over the old fashioned mouth blow pipe, and it sells on sight.

These blow torches are packed in a "silent salesman" carton display box adapted for the counter, six in a carton. It needs only to be displayed to make sales and is sure to be in good demand, a ready sale for everyone to whose attention it is brought.

Church Seats



No. 50C
With Non-Soil Hinge
No Metal on Under Side of Seat or Cover

The glistening pure whiteness of Church Closet Seats recommends them for use on your most particular installations.

People demand sanitation and expect lasting satisfaction—that is why Church is the natural choice.

Write for Latest Catalog

C. F. Church Mfg. Co.
Holyoke, Mass.
New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

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JOE RUBENS



THE PARTNERS ON THE JOB



MAURICE M. RUBENS

The two enterprising sons of Max. Rubens, who conduct the Spokane Stove and Furnace Repair Works with the same hustling spirit that has made it grow since their father founded the institution.

STOVE REPAIRING PROFESSION

For the ordinary merchant stove repairing and calls for repair parts and extras is a bother, and such service is often begrudgingly furnished as an accommodation, rather than profitably or eagerly.

Because there is an enterprising spirit of originality in the Northwestern Inland Empire, and because Spokane is far enough north and inland to put stoves and furnaces to the test, expert repair service and full stocks of parts have been developed there, so that merchants, jobbers and even manufacturers from all over the country are glad of the opportunity to get out from under the responsibility of handling this business by turning it over to either the Spokane Stove & Furnace Repair Works, or Myer S. Rubens, both of which institutions have announced their service to the trade for many years.

This original and distinctive industry that has developed to national proportions deserves further attention.

Twenty years ago Max. Rubens drove the streets of his city with a horse and wagon, soliciting stove repairing from house to house. As the demand developed, and he saw opportunities for this service if handled right, he established a shop, and by 1910 was enjoying a nice share of the local and neighboring business through orders sent by out-of-town dealers.

At first the extra parts were purchased from Eastern manufacturers and repairers, but experience showed that such service demanded its own foundry with a complete stock on hand at all times for instant filling of orders. So a modern, fully equipped foundry was added three years ago. The first year that the manufacture of waterfronts was instituted, over 3000 were turned out, and since then this figure has been doubled.

A year ago Max Rubens, founder of the business, passed away, and his two enterprising, hustling sons, Joe and Maurice M., now conduct the enterprise. In the last five years the output has increased from 50 tons to 400 tons annually, and further plant expansion is now planned to take care of increased demands. Orders for parts from all over the country are filled the day received, shipment by parcel post from stock. The firm employs 20 men, taking care of this highly specialized business, handling all stove and furnace repairs for thousands of merchants and jobbers all over the United States.

FALL AUTO CAMPING UTENSILS

Fall automobile tourists and campers are still out on the roads and in the woods in full force and they are good prospects for many more things than the store usually tries to sell them. The house furnishing departments of many stores have found lively and profitable business in supplying the automobilist and camper with the utensils they need for outdoor housekeeping.

Enameled ware is particularly adapted for this purpose because its steel base gives it ability to withstand hard usage and especially because its smooth sanitary surface is easy to keep clean under outdoor conditions without hot running water and special cleaners.

The best way to sell this class of trade is to put up "everything that is needed, ready to use" in compact portable form at a special price. The enameled ware should nest together properly and should be packed in a wicker basket or a canvas case.

A good enameled ware outfit for, say five persons, not only for cooking, but also for serving, should include: 4 pots (11, 9, 7 and 5 quart), 2 saucepans (4 and 2 quart), 1 coffee pot, 2 frying pans (10 inch), ladle, 5 cups and saucers, nest of bowls (5), tray, 5 plates, small pail.

In addition to the enameled ware cooking and serving utensils it is a good idea to include forks, spoons, knives, pepper and salt shakers, can openers, soap box, etc. More elaborate outfits should include also camp cook stoves, vacuum bottles and portable refrigerator for camping trailers.

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS — K64, C370, P1990, Essex, on Feet — 4-ft., $43.35; 4½-ft., $43.35; 5-ft., $40.35; 5½-ft., $45.70; 6-ft., $62.70.

K57, C360, P1991, Essex, on Base—4½-ft., $53.35; 5-ft., $52.00; 5½-ft., $58.70; 6-ft., $78.70.

K80, P1933, Knickerbocker—5-ft., $41.70; 5½-ft., $47.00.

K10 to K10¼, P2160 to P2173, Cardinal, Conred, Enam. All Over—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.

K10 to K10¼, P2160 to P2173, Conred, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

K10½, P2180 to P2186, Recona, Enam. All Over, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.

K10½, P2180 to P2186, Recona, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Corner, Viceroy, Sierra—4½-ft., $95.35; 5-ft., $100.00; 5½-ft., $108.00; 6-ft., $140.00.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Recess, Viceroy, Sierra—4½-ft., $86.00; 5-ft., $91.35; 5½-ft., $100.00; 6-ft., $134.70.

F10 to F11, P2319 to P2322, Pembroke, Pier, Viceroy—5-ft., $133.50; 5½-ft., $141.50; 6-ft., $157.30.

F7 to F8, P2380 to P2388, Woodmere, Corner, Imperator—5-ft., $180.00; 5½-ft., $186.70.

F9, P2390 to P2393, Woodmere, Recess, Imperator—5-ft., $166.70; 5½-ft., $173.35.

F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278.70.

F6, Imperator (Wall Pattern) 5-ft., $280.70; 5½-ft., $244.00

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.35; 5½-ft., $158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.85.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., $133.33; 5½-ft., $146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS — K112, P2510, with Strainer and Waste—36x36-in., $84.00; 42x42-in., $112.00.

K108, P2511, with Strainer and Waste — 36 x 36-in., $113.50; 42x42-in., $150.70.

K107, P2512, with P2530 Drain—38x38-in., $149.50.

K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $158.50.

SHOWER MIXING VALVES — NC1, H15, P2745, $25.35. NC1, H12, P2746, $25.35. NF1, H10, P2747, $25.35. P2748, $30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	54.70
H909½, P2791, Shower and Shampoo	64.00
NC100, H952½, P2803, Shower	33.35
H953½, P2804, Shower	30.70
NC1100, H954½, P2807, Shower	42.00
NC1100 (with stops), H954½, P2809, Shower	40.70
H948½, P2815, Shower	48.70
H944½, P2816, Shower	47.35
H945½, P2819, Shower	55.35
H946½, P2820, Shower	55.35
NC1100½, H956, P2821, Shower and Shampoo	47.70
P2823, Shower and Shampoo	54.70
H1402, P2826, Shower	16.00
H1406, P2827, Shower	15.70
H1400, P2828, Shower and Shampoo	31.70
H1404, P2829, Shower and Shampoo	30.70
H1410, P2836, Shower	36.70
H1411, P2837, Shower	88.00
H1408, P2841, Shower and Shampoo	50.70
H140 P2842, Shower and Shampoo	52.00
NF1050, H900, P2855, Shower	38.70
NF1050½, P2856, Shower and Shampoo	51.00
NF1055, H895, P2857, Shower	46.70
H904, P2860, Sho cr	45.35
P2861, Shower and Shampoo	58.00
H1246, P2868, Shower	34.70
H1250, P2870, Shower	27.70
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	52.00
H1200, P2916, Shower	66.35
H1206, P2918, Shower	44.35
H1204, P2919, Shower	46.00
P2920, Shower and Shampoo	59.00
P2921, Shower and Shampoo	60.35
Portable Showers—	
H1275, P2946, Portable Shower	21.35
S124, Portable Shower	15.00
Wall and Ceiling Showers—	
H1270, P2950, Wall Shower	13.00
H1268, P2952, Ceiling Shower	13.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in., $33.35; 22x27-in., $38.70; 22x30-in., $48.70.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21 in., $14.70; 18x24-in., $17.00; 20x24-in., $22.70; 22x27-in. $36.00.

C145, K332, P3850, P3855, Ophir—20x24-in., $22.30.

C152, K582, P4045, Ralwon, 17x19-in., $10.80.

P4125, Arion—19x24-in., $22.65.

P4205, Othello—18x21-in., $12.15.

K580, C150, P4206, Othello—18x21-in., $13.80.

K608, C162, P4335, Beverly—18x21-in., $12.70.

K614, C164, P4345, Crescent—17x19-in., $8.70.

K752, P4365, Alva—14x16-in., $8.70.

K668, C180, P4940, P4945, Athena—20-in., $25.35.

K668, C180, P4946, Athena—20-in., $25.35.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in. $18.20.

K690, C184, P4980, P4985, Verdun—16-in., $14.35.

P5080, P5085, P5086, P5087, Everett—19-in., $18.70.

K732, C190, P5110, P5115, Yale—16-in., $11.00.

K762 C192, P5145, Aida—16-in., $9.00.

Add for Waste when required—P11285, Imperial, $9.35 P11289, Empire, $8.00; P11290, Princess, $6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $31.75.

P11001—¾-in. Valves, 2¼-in., Waste, $40.00.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $34.50.

P11003—¾-in. Valves, 2¼-in. Waste, $45.35.

P11010—½-in. Valves, 2-in. Waste, $37.35.

P11011—¾-in. Valves, 2¼-in. Waste, $44.70.

P11012—½-in. Valves, 2-in. Waste, $42.70.

P11013—¾-in. Valves, 2¼-in. Waste, $47.35.

P11015, "Quicko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.

P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.35

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.35.

P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00

Compression—

P11025—½-in. Valves, 1⅜-in. C. W. & O., $23.70.

P11026—¾-in. Valves, 1½-in. C. W. & O., $28.35.

P11030—½-in. Valves, 1⅜-in. C. W. & O., $27.35.

P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.

P11040—½-in. Valves, 1½-in. Waste, $46.70.

P11041—¾-in. Valves, 2-in. Waste, $51.35.

NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in Waste, $64.00.

H2466—Speakman Deshler, ½-in. Valves for Por. Tubs. $36.00.

H2460—½-in. Valves for Enameled Iron Tubs, $30.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, $34.70.

P11066—¾-in. Valves, 2¼-in. Waste, $50.70.

"Quicko"—

P11090—½-in. Valves, 2-in Waste, $46.00.

P11091—¾-in. Valves, 2½-in. Waste, $50.70.

Exposed for Conred Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.35

Exposed for Pembroke and Woodmere Baths—

Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00

¾-in. Valves, 2¼-in. Waste, $40.00.

P11125—½-in. Valves, 2-in. Waste, $48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $7.70.

P11155—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $18.60.

P11165—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $20.00.

BATH WASTES—P11175—Imperial 2-in. Waste, $13.40.

P11176—Imperial 2¼-in. Waste, $16.70.

P11179—Imperial 2-in. Waste, $18.00.

Bath C. W. & O.—

P11185—1⅜-in. N. P. C. W. & O. for Essex Bath, $2.75.

P11188—1¾-in. N. P. C. W. & O. for Conred Bath, $5.50.

1½-in. N. P. C. W. & O. for Conred Bath, $6.00.

P11189—1⅜-in. Rough C. W. & O. for Conred Bath, $5.00.

1½-in. Rough C. W. & O. for Conred Bath, $6.00.

P11190—1⅜-in. Rough C. W. & O. for Pembroke Bath, $6.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—
P11260—Verona, Compression, Enamel Lavatory.....18.85
P11263—Verona, Compression, Vitreous Lavatory.....16.75

LAVATORY WASTES—
P11285—Imperial, China Knob..... 7.00
P11288—Imperial, China Knob..... 7.00
P11289—Empire, China Knob..... 5.75
P11290—Princess, China Knob..... 6.70
P11291—Princess, China Knob..... 6.70
P11293—Princess, China Lever..... 6.70
P11294—Princess, China Lever..... 6.70
P11295—Princess, China Lever..... 8.00
P11296—Princess, "B" China Handle..... 8.00
P11297—Princess, 4 Ball Handle..... 8.00

SHAMPOO FIXTURES —
P11358—Quicko Double Basin Cock..... 8.75
P11359—Pedestal China Soap Dish with Drain..... 2.20
P11360—Compression, as described.....30.00
P11363—Quicko, as described.....20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, $53.35.

LAVATORY SUPPLY PIPES — Strictly I. P. Size — Pipes to Wall, Short Pattern, 6 in. x 7 in.
P11371—With W. H. Stop, ⅜-in., $4.75; ½-in., $5.60.
P11372—With C. I. Stop, ⅜-in., $5.15; ½-in., $6.10.
P11373—With L. K. Stop, ⅜-in., $4.75; ½-in., $5.60.

LAVATORY PLUGS AND CHAIN STAYS—
P11395—P. O. Plug for Porcelain Enameled Lavatory.. .60
P11396—P. O. Plug for Vitreous Lavatory..... .75
P11397—Chain Stay for Vitreous Lavatory..... .40

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $9.35.

NICKEL PLATED SINK AND LAVATORY TRAPS—
Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," $1.80; 1½-in., $1.80.
P11451—1¼ in Vented "P," $3.00; 1½ in., $3.15.
P11456—1¼ in Bag, $4.70; 1½-in., $4.60.
P11462—1¼ in Plain "S," $2.70; 1½ in., $2.70.
P11463—1¼ in. Vented "S," $3.60; 1½-in., $4.00.
With Cleanout—
P11450—1¼-in Plain "P," $2.80; 1½-in., $2.70.
Cast Brass Traps with Cleanout—
P11450—1¼ in. Plain "P," $2.75; 1½-in., $2.70.
P11451—1¼-in Vented "P," $3.75; 1½ in., $3.95.
P11456—1¼ in. Bag, $3.75; 1½-in., $3.70.
P11458—1¼-in. "P" (N. Y. Reg.), $3.70; 1½-in., $3.10.
P11462—1¼-in.. Plain "S," $3.20; 1½-in., $3.40.
P11463—1¼ in. Vented "S," $4.15; 1½-in., $4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.00; Finished, $1.05; Nickel Plated, $1.25. ¾-in. Rough, $1.25; Finished, $1.35; Nickel Plated, $1.55.
H102—½-in. Rough Hose SSS, $1.10; Finished, $1.25; Nickel Plated, $1.40. ¾-in. Rough Hose, $1.40; Finished, $1.50; Nickel Plated, $1.70.
H110—½-in Rough Plain SOT, $0.90; Finished, $1.00; Nickel Plated, $1.15. ¾-in. Rough Plain SOT, $1.15; Finished, $1.25; Nickel plated, $1.40.
H112—½-in. Rough Hose SOT, $1.00; Finished, $1.15; Nickel Plated, $1.30. ¾-in. Rough Hose, $1.30; Finished, $1.40; Nickel Plated, $1.55.
H135—½-in. N. P. Plain Adj. Flange, $2.05; ¾-in., $2.50.
H137—½-in N. P. Hose Adj. Flange, $2.20; ¾, $2.60.
H140—½-in. N. P. Plain Set Screw Flange, $1.85; ¾, $2.25.
H142—½ in. N. P. Hose, $2.05; ¾-in., $2.40.
H365—½-in N. P. Comp. Stub W. T. Bibbs Plain, $1.50.
H367—½-in. N. P. Comp. Stub W. T. Bibbs Hose, $1.80.

QUICK COMPRESSION BIBBS—H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $1.60; ¾-in., $1.90.
H412—½-in Nickel Plated, Hose SOT, Metal Handle, $1.70; ¾-in., $2.05.
H413—½ in Nickel Plated, Plain SOT, China Handle, $1.90; ¾-in., $2.20.
H414—½ in Nickel Plated, Hose SOT, China Handle, $2.05; ¾-in., $2.35.
H435—½-in. Nickel Plated, Adj. Flange, $2.15; ¾-in., $2.60.
H437—½-in. Nickel Plated. Adj. Flange, Hose, $2.30; ¾-in $2.80.
H438—½-in. Nickel Plated, Plain, $2.50; ¾-in., $3.00.
H439—½-in. Nickel Plated, Hose, $2.65; ¾-in., $3.10.
H440—½-in. Nickel Plated, Plain SS Flange, Metal Handle, $2.00; ¾-in., $2.35.
H442—½-in. Nickel Plated, Hose, SS Flange, Metal Handle, $2.15; ¾-in., $2.50.
H443—½-in. Nickel Plated, Plain, SS Flange, China Handle, $2.30; ¾-in., $2.60.
H444—½-in. Nickel Plated, Hose, SS Flange, China Handle, $2.50; ¾-in., $2.85.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT, $1.75; ¾-in., $2.05.
H512—½-in. Nickel Plated, Hose, SOT, $2.50; ¾-in., $2.25.
H540—½-in. Nickel Plated, Plain SS Flange, $2.20; ¾-in., $2.50.
H542—½-in. Nickel Plated. Hose SS Flange, $2.35; ¾-in., $2.60.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS, $1.45; ¾-in., $2.00.
H577—½-in. Finished, Hose SSS, $1.65; ¾-in., $2.20.
H587—½-in. Finished, Hose SOT, $1.75; ¾-in., $2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P. Both Ends T. H., $0.90; ⅜-in., $1.15. ½-in. Nickel Plated Both Ends T. H., $1.15; ¾-in., $1.75.
H605 and H608—½-in. N. P. I. P. Both Ends W. H. $1.45; ⅝-in., $1.75.
H615 and H618—½ x ½ O. D. T. H. or W. H. N. P., $1.15. ½ x 9-16 O. D., $1.15. ½ x 11-16 O. D., $1.35.
H620 and H623—½-in. I. P. Both Ends Finished, Loose Key, $1.30; ½-in. I. P. Both Ends N. P., Loose Key, $1.45; ¾-in. I. P. Nickel Plated, Loose Key, $2.25.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.40.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.20; ¾-in., $1.20.

BOILER DRAIN COCKS—H655 and H658—½-in., 90c; ¾ in. Rough N. P. Male, $1.00; ¾-in., $1.00.
H656 and H659—½-in. Rough N. P. Female, $1.00; ¾-in. $1.00.
H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅝-in $2.05.
H703—½-in. TH or LH Stop and Waste, $1.50; ⅝-in. $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.05; ⅝-in $1.50.
H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.05; ⅝-in., $1.50.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.15.
H855—No 2 Medio Basin Cocks, Pair, $4.20.
H856—No 2A Medio Basin Cocks, Pair, $5.25.
No H870—No 5 Dunlo Basin Cocks, Pair, $5.85
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95

QUICKO BASIN COCKS—H901—No. 1½, $3.60.
H902—No 2 Quicko Basin Cocks, $4.00
H903—No. 3 Quicko Basin Cocks, $3.90.
H908—No. 5 Quicko Basin Cocks, $5.85.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks $5.25.
H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.10.
H951—"Standard" Ball Bearing, China Level, pair $9.45.
H970—"Standard" Boston, pair, $6.60.
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair $7.50.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks each, $10.50. (For China Soap Cup see U11359.)
Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $16.50.

PANTRY COCKS—
H1000—No. 1 Compression, pair..... 5.80
H1010—No. 1 Quicko, pair..... 8.65
H1015—Quicko, Double, each.....12.00
H1030—No. 1 Fuller, pair..... 8.80

SLOP SINK COCKS—
H1070—Compression.....19.50
H1075—Fuller.....19.50

DOUBLE BATH COCKS—
H1100—No. 3 Compression..... 4.15
H1105—No. 3A Compression..... 4.50
H1142—No. 1½ Quicko..... 5.25
H1150—No. 2½ L Quicko..... 4.90
H1152—No 2½ Quicko..... 5.75
H1160—No. 10 Quicko.....10.15
H1170—No. 5½ L Fuller..... 4.90
H1172—No. 5½ Fuller..... 5.25
H1175—No. 4½ L Fuller..... 4.15
H1177—No. 4½ Fuller..... 4.50

CHICAGO FAUCET COMPANY'S BRASS GOODS—
A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.20 each. Extra Washers for same, $2.00 per hundred.
A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $2.90.
A900—N. P. Quaturn Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., $3.10.
A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.
A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.
A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.80.
A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $4.90.
A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.
Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $18.00 per hundred ft.
O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in., $37.50; ¾-in., $41.25; ⅞-in., $48.75; 1-in., $39.00; 1¼-in., $42.75; 1¼-in., $48.00; 1⅜-in., $52.50; 1½-in., $56.25; 2-in., 75.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.—⅛-in.,61c; ¼-in., 57c; ⅜-in., 53c; ½-in., 50c; ¾-in., 47c; 1-in., 47c; 1¼-in., 47c; 1½-in., 47c; 2-in., 47c; 2½-in., 47c; 3-in., 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—
1½ in. Laundry Tray Plugs, 1½ O. D. Tail Piece, doz.,.19.90
1½ in. Laundry Tray Plugs, 1½ I. P. Tail Piece, doz...19.90
Fin. Brass Wash Tray Plugs, 1¼ Met. Stopper, doz... 5.50
N P Chain Stays, No 1, doz.... 4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen.... 4.50
China Chain Stays, doz.... 9.60
N P Chain Stay and Cock Hole Cover.... 6.75
N. P. Basin Cock Hole Cover, doz.... 8.40
N. P Basin Chain wf. Snaps, No. 00, do.... 1.50
N P Basin Chain wf. Snaps, No. 0, doz.... 1.70
N. P. Bath Chain wf. Snaps, No. 00, doz.... 2.00
N. P. Bath Chain wf. Snaps, No. 0.... 2.40
N. P. Basin Chain 12 Yd. Box, No. 00, b.... 2.10
N. P. Basin Chain 12 Yd. Box, No. 0, bo.... 2.50
N. P. Basin Chain 12 Yd. Box, No. 1, bo.... 3.10
N. P. Basin Chain, No. 00, per 100 feet.... 5.50
N. P. Basin Chain, No. 0, per 100 feet.... 6.80
N. P. Basin Chain, No. 1, per 100 feet.... 8.50
N. P. Basin Chain, 500-foot reels, No. 00.... 5.30
N. P. Basin Chain, 500-foot reels, No. 0.... 6.40
N. P. Basin Chain, 500-foot reels, No. 1.... 8.30
Beaded Basin Chains, per dozen.... 8.50
Beaded Bath Chains, per dozen.... 8.90
N. P. Chain Snaps, large, per dozen.... .26
N. P Chain Snaps, small, per dozen.... .24
N. P. Chain "S" or "8" Hooks, per dozen.... .48
¼-inch Threaded Brass Rod, per foot.... .40
¼-inch Rough N. P. Brass Nuts, threaded through, 100. 3.00
¼-inch N. P. Brass Cap Nuts, per 100.... 3.00

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—
F 1—Built-in Paper Holder, 6x6.... 9.75
F115 and F125—Built-in Soap Holder, 6x6.... 4.90
F140—Built-in Grab Rail, 6x6.... 9.80
F150—Built-in Comb. Rail and Soap, 6x6.... 9.80
F160—Built-in Tumbler Holder, 6x6.... 5.00
F170—Built-in Sponge Holder, 6x6.... 7.90

BRASSCRAFTERS ALL WHITE ACCESSORIES—
14086—Slab Soap Dish.... 3.00
14039—Wall Soap Dish.... 2.90
14076—Wall Soap Dish.... 3.35
14049—Wall Soap Dish.... 4.30
14073—Wall Soap Dish.... 3.00
14044—Tub Rim Soap Dish.... 2.60
14080—Tub Rim Soap Dish.... 3.50
12306—6-inch Three arm Swinging Bar.... 4.50
12103—14-inch Three arm Swing Bar.... 5.90
12518—⅝x18-inch Towel Bar.... 3.35
12524—24-inch Towel Bar.... 3.75
12530—30-inch Towel Bar.... 4.55
11818—¾x18-inch Towel Bar.... 4.00
11824—24-inch Towel Bar.... 4.40
11830—30-inch Towel Bar.... 5.00
11612—1x12-inch Towel Bar.... 5.90
11618—18-inch Towel Bar.... 6.40
11624—24-inch Towel Bar.... 6.60
11630—30-inch Towel Bar.... 7.35
11912—1½x12-inch Towel Bar.... 12.00
14241—Wall Pattern Soap and Sponge Holder.... 11.70
14502—Wall Towel Basket.... 19.90
15124—Tumbler and Toothbrush Holder.... 4.80
15118—Tumbler and Toothbrush Holder.... 4.95
15167—Tumbler Holder.... 3.40
15235—Combination T. T. B. and Soap.... 11.90
15222—Combination T. T. B. and Soap.... 8.15
15150—Tooth Brush Holder.... 1.40
15103—Tooth Brush Holder.... 1.60
15176—Tumbler Holder.... 3.40
15195—Tumbler and Toothbrush Holder.... 4.80
15192—Tumbler and Toothbrush Holder.... 4.95
15298—Tumbler and T. B. and Soap.... 11.90
15291—Tumbler and T. B. and Soap.... 8.15
15297—Tumbler and T. B. and Soap.... 6.95
15293—Tumbler and T. B. and Soap.... 12.70
14811—Comb Tray.... 5.70
14800—Comb Tray.... 6.95
15752—6x24 Shelf.... 10.95
15706—5x20 Shelf.... 8.00
15710—5x18 Shelf.... 7.70
15712—5x24 Shelf.... 8.20
15714—5x30 Shelf.... 9.50
15301—5x20 Rail.... 4.55
15202—5x24 Rail.... 5.00
15304—5x30 Rail.... 5.70
15307—6x24 Rail.... 5.75
15435—Paper Holders (Roll).... 6.15
15420—Paper Holders (Roll).... 2.90
15451—Paper Holders (Sheets).... 4.95
15510—Hooks.... .60
15528—Hooks.... 1.10
15513—Hooks.... 1.30
15534—Hooks.... 2.55
15538—Hooks.... 3.20
15521—Hooks.... 1.15
15520—Hooks.... 1.20
15501—Hooks.... 1.75
14510—Stool.... 12.70

CHURCH BATH ROOM TRIMMINGS—
No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers. 19.15
No. 7 White Pyralin Square Bath Stool, Cork Top.... 22.20
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4.... 34.80
No. 2, same, 20x28.... 43.95
No. 1, same, Oblong with Square Corners.... 42.50
No. 2, same, 20x28.... 42.20
No. 3, same, 20-inch Round.... 36.70
No. 4, same, 24-inch.... 48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—
1612—1x12-inch N. P. Towel Bar.... 4.10
4600—20-inch Roller Towel Bar with Lock.... 5.20
2112—14-inch 2-arm Crystal Swing Rack.... 3.10
2113—14-inch 3-arm Crystal Swing Rack.... 4.10
2818—⅝x18-inch Crystal Bar.... 1.95
2824—24-inch Crystal Bar.... 2.20
2918—1x18-inch Crystal Bar.... 3.40
2924—24-inch Crystal Bar.... 3.80
2930—30-inch Crystal Bar.... 4.55
2936—36-inch Crystal Bar.... 6.00
2618—⅝x18-inch Opal Bar.... 1.95
2624—24-inch Opal Bar.... 2.20
2718—1x18-inch Opal Bar.... 3.54
2724—24-inch Opal Bar.... 3.95
2730—30-inch Opal Bar.... 4.60
2736—36-inch Opal Bar.... 6.15
5610—5x18-inch Crystal Shelf.... 4.50
5612—5x24-inch Crystal Shelf.... 4.90
5606—5x20-inch Crystal Shelf.... 4.60
5301—5x20-inch N. P. Shelf Rail.... 3.15
5101—Crystal Tooth Brush Holder.... .90
5150—Opal Tooth Brush Holder.... .95
5108—N. P. Tooth Brush Holder.... .55
5146—Comb, Tumbler and T. B. Holder.... 1.55
5191 and 5117—Tumbler Holder.... 1.95
5170—Tumbler Holder.... 1.10
5196 and 5141—Tumbler and Toothbrush Holder.... 3.00
5222—Tumbler, T. B. and Soap Holder.... 5.95
5291—Tumbler, T. B. and Soap Holder.... 5.95
5293—Tumbler, T. B. and Soap Holder.... 8.15
5298—Tumbler, T. B. and Soap Holder.... 8.40

DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P., ½-inch $1.00; ½x¾, $1.10.
URINAL COCKS—E1765—Self Closing N. P., ½-inch, $3.10.
BALL COCKS—E1771—Silent ½-inch O. D. without Integral Stop, less Ball and Stem, $3.10.

BASIN COCKS—
E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing.... 1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing.... 2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing.... 2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing.... 2.20
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing.... 2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub.... 10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing.... 5.30
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing.... 3.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing.... 4.20

CLOSETS AND TRIMMINGS

CLOSET SEATS—
L3500—White Seat, less Cover.... 11.35
L3600—Birch Mahogany, less Cover.... 4.00
L3700—Oak, less Cover.... 4.00
L3501—White Seat and Cover.... 12.00
L3601—Birch Mahogany and Cover.... 4.35
L3701—Oak and Cover.... 4.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge.... 20.00
L3515—White Crescent Seat.... 11.35
L3615—Birch Mahogany Seat.... 8.00
L3615½—Birch Mahogany, Cantonment Type.... 4.35
L3715—Oak Seat, Mahogany, Cantonment.... 4.35
L3715—Oak Seat, Cantonment Type.... 4.35
L3516—White Crescent Seat and Cover.... 14.35
L3616—Birch Mahogany Crescent Seat and Cover.... 8.70
L3716—Oak Crescent Seat and Cover.... 8.70
L3520—White Horseshoe Seat.... 12.50
L3620—Birch Mahogany Horseshoe Seat.... 8.30
L3720—Oak Horseshoe Seat.... 8.30
L3521—White Horseshoe Seat and Cover.... 16.70
L3621—Birch Mahogany Horseshoe Seat and Cover.... 8.70
Oak Mahogany Seat and Cover.... 8.70
L3535—White Extended Seat Closet Front.... 17.35
L3635—Birch Mahogany Extended Seat Closet Front.. 13.35
L3735—Oak Extended Seat Closet Front.... 13.35
L3536—White Extended Closet Front with Cover.... 22.70
L3636—Birch Mahogany Ext. Closet Front with Cover. 16.70
L3736—Oak Extended Closet Front with Cover.... 16.70
L3565—White Extended Open Front and Back.... 16.70
L3765—Oak Extended Open Front and Back.... 16.90
L3566—White, Ditto, with Cover.... 26.70
L3766—Oak, Ditto.... 20.00

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—

Extra Heavy Stable Cesspool—12x12x10, $7.85 each; 16x16x10, $10.65.

C. I. Plain Top Cesspool—6x6x2, $1.10 each; 9x9x3, $2.20; 12x12x4, $4.40; 13x13x4, $5.00.

C. I. Extra Heavy, Hinged Top—6x6x12, $1.20 each; 9x9x3, $2.50; 12x12x4, $4.75; 13x13x4, $5.65.

Galvanized Refrigerator Drains, 1¼-in. I. P., $1.60 each.

Blake, Iron wf. B. W. Valve—G102, 2-inch, $10.15 each; G103, 3-inch, $16.15; G104, 4-inch, $24.75.

JOSAM DRAINS—

I. P. Govt. Pattern—203A, 5x2-inch, $14.40 each; 207A, 6x3-inch, $20.00; 2003A, 6x2-inch, $21.60.

300—4-inch N. P. Strainer, 2-inch I. P., $8.15 each.

Roof Drains—400, 4-inch, $14.40; 401, 5-inch, $17.55; 402, 6-inch, $19.20.

Wood Roof Drains—400A, 4-inch, $19.20 each; 401A, inch $22.55; 402A, 6-inch, $24.00.

Floor Drains, 4-inch I. P.—500A, 10-inch, $18.15; 600, 8-inch, $9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—

2-inch Flat Iron Top, $19.80 each; 4-inch Flat Iron Top, $28.95; 4-inch Raised Iron Top, $37 95.

SHOWER STRAINERS—

3¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, $2.40 each; 4-inch ditto by 2-inch ditto, $2.70.

5-inch N. P Top by 2-inch I. P. Outlet Combination Drain and Trap P2986, $10.35.

PENBERTHY AUTO CELLAR DRAINERS—

No. 1, $28.15 each; 2, $45.00; 3, $62.00. No. 1, Non-Automatic, $21.90

Washing Machine Drainers, $4.00 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—

No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord	16.60
No. B1101—2½ gal. Badger's Chemical Extinguisher	20.00
No. B1107- Extra Hose with Nozzle	1.50
No. B1108—Hanger	.25
No. B1106—8-oz. Acid Bottles	.25
No. B1114—Universal Soda and Acid Recharge	.75
No. 0—Fire Gun Extinguisher, 1 qt.	10.00
No. 1—Fire Gun Extinguisher, 1¼ qt.	12.00
No. 2—Fire Gun Extinguisher, 1½ qt.	14.00
Universal Liquid for Recharging Fire Gun, per quart	1.75
No. B1118—2½ gal. Foamite Firepan Extinguisher	30.00
No. B1118—Pump Tank Extinguisher, 5 gal.	15.00
No. M1201—1 pint Safety Gasoline Cans	3.00
No. M1204—1-quart Safety Gasoline Cans	3.35
No. M120 '—2-quart Safety Gasoline Cans	4.65
No. M1205—1 gal. Safety Gasoline Cans	5.35
No. M1203—3-gal. Safety Gasoline Cans	8.60
No. M1206—5-gal. Safety Gasoline Cans	10.00
No. M1207—6-gal. Justrite Oily Waste Can	6.65
8-gal. Justrite Oily Waste Can	7.35
10-gal. Justrite Oily Waste Can	8.00
No. 8502—Small First Aid Kit	7.50

GAS WATER HEATERS

AUXILIARY TYPE—

No. 1½. Lion. No. 25 Ruud, Double Copper Coil. 18.70

No. 2. Lion. No. 35 Ruud, Triple Copper Coil. . 40.00

STORAGE TYPE—

Pittsburg or Ruud Multi-Coil Storage Heaters—

No.	Each
30	85.00
50	95.00
100	295.00
200	355.00
300	420.00
500	650.00

Moment Valve Thermostats—

No.	Each
30, ¾-inch	40.00
50, ¾-inch	40.00
100, ¾-inch	65.00
200, 1-inch	70.00
300, 1-inch	70.00
500, 1½-inch	80.00

AUTOMATIC TYPE—

Pressure Valve, Pittsburgh—

No.	Each
2 (Old No. 50)	105.00
2½ (New No. 50)	120.00
3 (New No. 60)	165.00

Thermostat Type Pittsburgh

No.	Each
2½ (New No. 55)	185.00
3 (New No. 65)	195.00
4	240.00
6	310.00
8	410.00

Combination Boiler and Heater—

No. 30, Royal Auto. . 78.15

No. 40, ditto with Thermostat 91.25

Marvel, ditto, less Thermostat 35.70

No. 40, ditto. 45.00

LEAD GOODS

HALF AND HALF SOLDER — 500 lb. lots, $33.35; 100 lb. lots, $34.70; less, $36.00.

EXTRA WIPING SOLDER—500 lb. lots, $30.00; 100 lb. lots, $31.35; less, 32.70.

Wire Solder, Smooth, $36.75.

CALKING LEAD — 2000 lb. lots, $10.00; 500 lb. lots, $10.35; Less, $10.70.

PIG LEAD — 2000 lb. lots, $9.70; 500 lb. lots, $10.00; less, $10.35

SHEET LEAD — Full Rolls, $14.70; Cut Pieces, full width, $15.00; Cut Pieces, odd sizes, $16.00.

¼-inch Lead Tubing, $17.95.

Bar Tin, $80.00.

Block Tin Pipe, full reel and coils, $61.70.

Block Tin Pipe, cut pieces, $70.00.

LEAD BENDS — 4x5½x10, $1.60 each; 4x5½x12, $1.85; 4x5½x15, $2.15; 4x5½x18, $2.50; 4x5½x20, $2.65; 4x10x10, $2.10; 4x10x12, $2.30; 4x10x15, $2.60; 4x10x18, $2.95; 4x10x20, $3.15.

LEAD PIPE—⅜-inch to 1½-inch, full reels and coils, $11.75; 2, 3, 4-inch Lead Soil Pipe, full lengths, $11.75; Other sizes 2½ to 5-inch, full lengths, $12.40; Cut Pieces, all sizes, $13.10.

Note—Add to lead pipe when full reels are taken $2.70 per reel.

Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at $2.00 each net, no freight allowance, on receipt of prepaid B. L.

LEAD WASHERS—$26.20 per 100 lbs.

LEAD WOOL—$22.70 per 100 lbs.

TRAPS—Standard—1¼ Short "P," 55c each; 1¼ Long "P," 85c; 1½ Short "P," 80c; 1½ Long "P," $1.10. 1¼ Short "S," 65c; 1¼ Long "S," $1.00; 1½ Short "S," $1.00; 1½ Long "S," $1.50.

Extra Heavy—1¼ Short "P," 85c each; 1¼ Long "P," $1.25; 1½ Short "P," $1.20; 1½ Long "P," $1.60; 1¼ Short "S," 95c; 1¼ Long "S," $1.55; 1½ Short "S," $1.35; 1½ Long "S," $2.10.

COMBINATION BENDS AND FERRULES — 4x5½x12, $2.35 each; 4x5½x14, $2.60; 4x5½x16, $2.80.

COMBINATION FERRULES, LEAD AND IRON — 4x4, 55c each; 4x6, 95c; 4x8, $1.10: 4x10, $1.40; 4x12, $1.50; 4x14, $1.75; 4x16, $1.85.

Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.

Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE

PIPE— Random	Wrought Steel Blk.	Wrought Steel Gal.	Wrought Iron Blk.	Wrought Iron Gal.	Standard Thread
⅛	$ 5.25	$ 7.65	.....	.....	.16
¼	5.25	7.65	$ 11.10	$ 14.35	.16
⅜	5.25	7.65	11.10	14.35	.16
½	6.65	8.50	11.35	14.55	.16
¾	8.40	10.35	13.90	17.55	.16
1	11.70	14.85	19.95	25.35	.18
1¼	15.85	20.05	26.95	34.30	.22
1½	18.90	23.85	32.20	40.95	.24
2	25.35	32.20	46.40	57.70	.30
2½	41.75	52.80	74.00	87.15	.46
3	54 60	69.05	96.75	113.95	.60
3½	70.30	87.70	116.35	163.15	.76
4	83.25	103.85	137.90	193.30	1.06
4½	100.55	126.00	.....	.....	....
5	117.15	146.40	207.30	262.30	1.66
6	152.05	189.60	268.90	340.50	2.10
7	208.80	261.60	.....	.....	2.56
8 25 lb.	220.80	274.80	.....	.....	3.00
9	308.40	.....	.....	.....	3.76
10 32 lb.	333.60	.....	.....	.....	4.50
12	429.60	.....	.....	.....	7.50

Cutting Charge—⅛ Standard Threading. All prices quoted per 100 feet.

Plugged and Reamed—2-in., $19.00; 2½-in., $61.75; 3-in., $80.50.

PIPE FITTINGS

CAST IRON — BLACK —	¼	⅜	½	¾	1	1½	2	3	4
Bends, Y	...	...	.31	.43	.52	1.00	1.43	3.80	6.08
Bends, Rt. OP.	...	...	.40	.46	.84	1.25	3.34	9.88	
Bends, Rt. CP.	...	...	.27	.31	.32	.62	.87	2.58	7.60
Bushings	.....	.06	.06	.07	.09	.18	.19	.40	.66
Crosses	...	...	.24	.32	.41	.81	1.14	3.04	....
Elbows, 90 dg.	.08	.08	.09	.12	.16	.31	.43	1.14	1.82
Elbows, 45 dg.	.09	.09	.11	.15	.18	.37	.52	1.37	2.20
Elbows, Red.	...	.09	.11	.14	.18	.35	.49	1.29	2.13
Plugs	.....	.03	.03	.03	.05	.06	.10	.14	.36 .58
Tees	.....	.12	.12	.14	.18	.28	.44	.63	1.67 2.66
MALLEABLE — BLACK —									
Bends, Rt. OP.	...	...	.27	.34	.58	1.83	1.70	....	....
Bends, Rt. CP.	...	...	.22	.25	.48	.78	1.18	....	....
Caps	.....	.04	.05	.06	.10	.13	.23	.38	.90 1.50
Crosses	.....	.08	.14	.21	.30	.48	.55	.75	2.25 4.35
Crosses, Red.	...	...	.13	.23	.32	.58	.70	1.25	3.65 7.00
Couplings, R.H.	..	.04	.07	.09	.15	.15	.30	.48	1.40 ....
Elbows, St.	...	.05	.07	.11	.19	.19	.34	.65	2.15 5.00
Elbows, Red.	..	.16	.10	.12	.18	.20	.35	.65	1.88 4.00
Elbows, 45 dg.	.04	.05	.09	.14	.21	.45	.65	1.45	2.90
Elbows, 90 dg.	.06	.08	.10	.10	.16	.30	.50	1.50	3.26
Locknuts	.....	.03	.03	.05	.10	.14	.19	.22	.50 .90
Reducers	.....	.10	.06	.09	.13	.20	.26	.45	1.20 1.60
Tees	.....	.07	.11	.13	.12	.18	.40	.68	1.85 3.75
Tees, Red.	.....	.18	.13	.17	.24	.23	.50	.88	2.30 4.65
Tees, 4-Way	.....	.12	.18	.24	.43	.90	1.60	....	....
MALLEABLE — GALVANIZED —									
Bends, Rt. OP.	...	...	.40	.50	.83	2.18	2.83	6.25	....
Bends, Rt. CP.	...	...	.35	.38	.70	1.25	1.98	....	....
Caps	.....	.06	.08	.09	.14	.19	.38	.60	1.50 2.50
Crosses	.....	.11	.20	.30	.45	.60	1.00	1.30	3.75 7.15
Crosses, Red.	...	...	.19	.34	.75	.85	1.00	1.60	4.80 9.20
Couplings, R.H.	..	.07	.10	.14	.23	.26	.50	.78	1.85 ....
Elbows, 90 dg.	..	.08	.12	.14	.14	.25	.45	.75	1.90 4.00
Elbows, Red.	...	.22	.15	.18	.27	.32	.60	1.00	2.35 5.05
Elbows, 45 dg.	..	.06	.09	.13	.21	.32	.65	.90	1.80 3.65
Elbows, St.	.....	.08	.11	.16	.29	.32	.58	1.00	2.70 6.40
Locknuts	.....	.04	.05	.08	.15	.21	.21	.35	.75 1.45
Reducers	.....	.14	.09	.14	.19	.30	.43	.73	1.60 2.70
Tees	.....	.10	.16	.19	.19	.29	.60	1.05	2.30 4.70
Tees, Red.	.....	.28	.20	.24	.36	.37	.75	1.10	2.85 5.80
Tees, 4-Way	...	...	.17	.27	.35	.63	1.25	2.05	....

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—

	⅜	½	¾	1	1½	2	3	4
Cl. Sh.....	3.42	4.28	4.80	6.40	10.40	14.40	30.75	58.25
Long.....	5.14	5.98	7.20	10.40	16.00	17.25	46.00	82.00
4-in. Long..	5.98	6.85	....	....	....	....	....	.....
5-in. Long..	6.84	8.56	8.80	12.00	16.00	20.50	....	.....
6-in. Long..	8.56	10.26	10.40	14.40	23.20	24.35	54.40	.....

NIPPLES—GALVANIZED—Per 100—

Cl. Sh.....	5.40	5.40	6.84	9.40	17.96	23.08	47.90	97.25
Long.....	9.90	9.90	11.98	16.24	29.92	32.15	75.25	134.65
4-in. Long	10.80	11.70	....	....	....	....	....	.....
5-in. Long	13.50	14.40	15.40	20.52	26.70	35.55	....	.....
6-in. Long	15.30	16.20	17.96	23.94	31.50	41.75	89.00	.....

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, ¼-inch to ½-inch, $10.40 each; No. 1, ¼-inch to 1-inch, $13.65; No. 1½, ¾-inch to 1¼-inch, $12.85; No. 1¾, $12.85; No. 2, 1¼-inch to 2-inch, $18.85; No. 3, 2½-inch to 3-inch, $45.50.

Extra Dies and Bushings—List plus 50 per cent.

Miller's Reversible Ratchet Stocks and Dies—"B" complete, ¼-inch to 1-inch, $21.20 each; "C," 1-inch to 1½-inch, $24.05; "D," 1¼-inch to 2-inch, $28.10.

Extra Dies, Bushings and Die Frames, List plus 30 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, ⅛ to ½-inch, $10.80 each; No. 2, ¼ to 1-inch, $14.40; No. 2½, ⅛ to 1¼-inch, $16.80; No. 3, 1 to 2-inch, $25.20.

Extra Dies—List plus 30 per cent. All other Repairs list plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, ⅛ to ¾-inch, $26.60 each; ¼ to ¾-inch, $22.40; ½ to ¾-inch, $14.00.

Dies with Heads—⅛, ¼ or ⅜-inch, $4.20; ½ or ¾-inch, $4.90.

Extra Dies (4 segments), all sizes, $2.80 each.

Ratchet only, $4.20.

No. 0 complete, ⅛ to ¾-inch, $22.40. R. H. Dies, complete, 8 sets, $9.00. L. H. Dies complete, 5 sets, $15.00.

No. 1 complete, 1 to 2-inch, $26.40.

1-A Ratchet complete, 1 to 2-inch, $33.00. Dies complete (3 sets), 1¼, 1½, $6.75. Same, Single Set, 4 pieces, $2.25. 2-inch Dies for No. 1 or 1-A, $3.25.

No. 2 complete, 2½ to 4-inch, $110.00. Dies, complete, 4 sets, $35.20. Dies, single sets, 5 pieces, $8.50.

No. 3 complete, 4½ to 8-inch, $330.00. Dies, complete, 5 sets, $66.00; Dies, single sets, 5 pieces, $13.20.

No. 4 complete, 9, 10 and 12-inch, $550.00. Dies complete 3 sets, $66.00. Dies, single set, 5 pieces, $22.00.

No. 10 complete, 1 to 2-inch, $36.40. R. H. Dies complete, 4 pieces, $5.52. L. H. same, $5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, $44.20.

No. 25, complete, 2½ to 6-inch, $253.04. Dies, complete, 4 pieces, $8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, $660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, ⅜ to 1-inch, $30.60 each. Extra Die Heads and Chasers, ⅜-inch, $5.10; ½ or ¾-inch, $5.96; 1-inch, $6.80. Extra Chasers, any size (4), $2.76.

No. 6 Beaverette, complete, ¼ to ¾-inch, $24.00. Extra Dies, per set, $4.50.

No. 23 Stock and Die, complete, 1-inch to 2-inch, $26.40. Extra Die Heads, ½ or ¾-inch, $6.06.

No. 25, complete, 1 to 2-inch, $36.00. Extra Dies, per set, $4.66.

No. 26, Ratchet, complete, 1 to 2-inch, $42.00.

No. 41, complete, 2½ to 4-inch, $110.00. Extra Dies, per set, $12.00.

No. 61, complete, 2½ to 6-inch, $264.00. Extra Dies, per set, $26.60.

Other repair parts for No. 6—List plus 50 per cent.

Other repair parts for 23, 25, 26, 41 and 61—List plus 33 1-3 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, ⅛ to 2-inch, $4.50 each; 18-inch, 1 to 5-inch, $9.00. Extra Straps — 12-inch, $1.00; 18-inch, $2.00. Basin Wrench, $4.50; Spud Wrench for Radiator Nipples, $3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, ⅛ to ¾-inch, $3.40 each; No. 31 or 11, ⅛ to 1½-inch, $4.70; No. 32 or 12, ¼ to 2½-inch, $6.70; No. 33 or 13, ¾ to 4-inch, $9.40; No. 33½ or 13, 1 to 6-inch, $12.00; No. 34 or 14, 1½ to 8-inch, $14.80; No. 35 or 15, 2 to 12-inch, $24.00. Extra Parts, List plus 70 per cent.

Agrippa Chain Wrenches—No. 21, ⅛ to 1½-inch, $4.70 each; No. 22, ¼ to 2½-inch, $6.70; No. 23, ¾ to 4-inch, $9.40; No. 23½, 1 to 6-inch, $12.00; No. 24, 1½ to 8-inch, $14.80; No. 25, 2 to 12-inch, $24.00. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, $18.00 each; No. 1, 2 to 6-inch, $32.00; No. 2, 2½ to 10-inch, $64.00; No. 3, 3 to 14-inch, $120.00.

Walworth Reversible Bostong Wrenches—No. 2, ¼ to 2-inch, $11.00.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, ⅛ to 1-inch, $4.50 each; No. 2, ⅛ to 2-inch, $6.00; No. 3, 1⅛ to 3-inch, $10.00; No. 4, 2½ to 4-inch, $20.00; No. 5, 4 to 6-inch, $30.00; No. 6, 6 to 8-inch, $40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels — No. 1, 60c each; No. 2, 72c; No. 3, $1.60; No. 4, $2.00; No. 5, $2.20.

Saunders Roller Type—No. 1, ⅛ to 1-inch, $3.90 each; No. 2, 1 to 2-inch, $5.96; No. 3, 2 to 3-inch, $14.30; No. 4, 2½ to 4-inch, $23.40; No. 5, 4 to 6-inch, $6.49. Extra Parts, List plus 40 per cent.

Knurled Wheels — No. 1, 60c each; No. 2, 72c; No. 3, $1.32.

Trimo—No. 1, ⅛ to 1¼-inch, $4.95 each: No. 2, ⅛ to 2-inch, $6.60; No. 3, 1¼ to 3-inch, $11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, ⅛ to 1-inch, $27.00 each; No. 5, ½ to 2-inch, $30.00; No. 10, 2½ to 4-inch, $120.00.

Extra Knives, per set—No. 1, $1.80 each; No. 5, $2.24; No. 10, $3.74.

Toledo—No. 250, 2½ to 6-inch, $168.00 each. Extra Blades (Set of 4), $1.76.

MISCELLANEOUS CUTTERS—Chesterton or Fletcher Gauge Glass Cutter, A5903, $4.00 each.

Gasket Cutter, $1.80.

PIPE TAPS AND REAMERS—R. H. A4201—⅛ to 1-inch, List less 20 per cent; 1¼ to 2-inch, List less 10 per cent; 2½ to 3-inch, List plus 40 per cent; 3½ to 4-inch, List plus 70 per cent..

L. H. A4201 and Reamers A4202—⅛ to 1-inch, List plus 10 per cent; 1¼ to 2-inch, List plus 32 per cent; 2½ to 3-inch, List plus 70 per cent; 3½ to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, ¼ to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, ⅝ to 1¼-in., $12.48 each: E4851, ⅜ to 3-inch, $18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—⅜ to 3-inch, $19.20 each.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top —

No.	Each.
18, 12x36	12.65
24, 12x48	12.65
30, 12x60	12.65
40, 14x60	17.35
52, 16x60	30.70
66, 18x60	52.70
82, 20x60	64.00
100, 22x60	88.00
120, 24x60	100.00
144, 24x72	160.00
168, 24x84	137.35
192, 24x96	170.00

Standard Galvanized Horizontal—

No.	Each.
30, 12x60	13.95
40, 14x60	19.10
52, 16x60	33.75
66, 18x60	57.95

Double Extra Heavy, Vertical, six-year guarantee—

No.	Each.
30, 12x60	20.00
40, 14x60	26.70

Extra Heavy Galvanized Vertical or Horizontal—

No.	Each.
30, 12x60	15.00
40, 14x60	21.35
52, 16x60	40.00
66, 18x60	76.70
82, 20x60	90.00
100, 22x60	123.35

Graves 300-lb. W. P. 6-year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.
30, 12x60	47.50
40, 14x60, ...	57.85

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—

No.	Each.
30, 12x60	47.75
40, 14x60	51.50
52, 16x60	76.50
66, 18x60	154.00
82, 20x60	184.00
100, 22x60	250.00

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Range Boilers—Continued.

Boiler Stands—	
Hawks Universal.....	2.35
Sanders Adjustable...	1.00
Foster	1.50
12-in. American Ring..	2.20
14-in. American Ring..	2.55
16-in. American Ring..	3.60
18-in. American Ring..	5.00
20-in. American Ring..	6.00
22-in. American Ring..	8.00
24-in. American Ring..	9.35
½-in. Range Boiler Relief Valves	2.00
½-in. Stack Combination Relief Valves & Faucets, Set 85 lbs.....	7.35
Ditto, Set 150 lbs.....	7.35

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—F910, P6450—8-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.

P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $78.35.

P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.35; 6x30-in., $96.70; 6x24-in., $112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.35; H1635, P6503, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall Fountain with Trays, $17.75; B7500, Self Closing Sink Bubbler, $6.75; B7600, Self Closing Sink Bubbler, $4.75; B7800, Self Closing Swinging Sink Bubbler, $10.35; B8000, Self Closing Swinging Basin Bubbler, $6.00; B8100, Self Closing Basin Bubbler, $6.35; B8200, Self Closing Basin Bubbler, $14.00; B8300, Self Closing Swinging Basin Bubbler, $11.75; B8700, Nozzle ⅜-in. I. P., $1.20.

GLAUBER DRINKING FOUNTAINS—H503A, $8.00; H504E, $7.55; H510A, $8.55; H510B, $8.55.

MUELLER DRINKING FOUNTAINS—E3728, $8.70; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.

P6991, P6706-7, P6715-16, P6720-21 — 20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.

P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70.

P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.

P6814—22x26-in., $4.00.

P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.

P6817-18, P6822-23, P6826-27—20x30-in., $3.50.

ADJUSTABLE SINK LEGS — P6992—Type "A"—Painted, $3.00 each; enameled, $4.00.

Type "B"—Painted, $3.50 each; Enameled, $5.35.

The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS — K1176, C730, P7010 — 20-in., $5.35; 24-in., $6.35; 30-in., $6.70; 36-in., $10.35; 40-in., $12.35; 42-in., $12.70; 48-in., $16.35.

END PIECES—K1182, P7012—18-in., $5.70; 20-in., $6.20; 22-in., $6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., $7.75; 14x20-in., $8.85; 16x24-in., $8.80; 18x24-in., $9.60; 18x30-in., $9.60; 18x36-in., $14.40; 20x24-in., $10.20; 20x30-in., $10.60; 20x36-in., $15.70; 22x36-in., $16.35; 20x40-in., $20.00; 24x48-in., $26.70.

STEEL SINKS — New Era Galvanized — 16x24-in., $4.40; 18x30-in., $5.90; 18x36-in., $7.60; 20x30-in., $7.10; 20x36-in., $9.00; 20x40-in., $9.35.

New Era, Painted — 16x24-in., $4.00; 18x30-in., $5.10; 18x36-in., $6.50; 20x30-in., $6.30; 20x36-in., $7.80; 20x40-in., $8.00.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., $53.40; 10 gal., 12½x14-in., $93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., $36.00; 18x22-in., $42.00; 20x22-in., $44.00; 20x24-in., $46.70.

K1212, P7285—16x20-in., $34.00; 18x22-in., $40.00; 20x22-in., $42.00; 20x24-in., $44.70.

K1230, C670, P7274—Enameled inside, with 2-in., outlet and N. P. Duplex Strainer—16x16x10-in., $10.70; 16x16x12-in., $12.40; 20x14x12-in., $12.40; 20x16x12-in., $14.00; 22x20x12-in., $18.00; 24x18x12-in., $16.35; 24x20x12-in., $17.70; 30x20x12-in., $28.00; 36x20x12-in., $31.70.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, $12.00; Enameled all over, $15.00.

SEWER PIPE

VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.

BRANCHES AND CURVES—3-inch, 85c each; 4-inch, $1.10; 6-inch, $1.50; 8-inch, $2.15; 10-inch, $3.00.

TRAPS—3-inch, $2.15 each; 4-inch, $2.70; 6-inch, $3.75; 8-inch, $6.40; 10-inch, $8.95.

TRAYS AND ENAMELED URINALS

LAUNDRY TRAYS—Less Fittings—K1248, P7300, $102.70. For additional hardwood Wringer Holder between sections, add $4.00.

K1250, P7320—1-Section, $57.35; 2-Section, $106.70; 3-Section, $153.35.

P7338—1-Section, $53.35; 2-Section, $97.35; 3-Section, $145.35. Without Wringer Holders, deduct $4.00 each.

K1268, C830, P7350—1-Section, $24.35; 2-Section, $48.70; 3-Section $73.00.

For Wood Covers, each section, add $6.70.

For N. P. Union Strips, add $3.35 each.

URINALS—K1479, C960, P9960—Enameled Inside Urinal with Concealed Wall Hangers, Brass Bee Hive Strainer, Tank with Automatic Fittings, Flush Pipe, Tee and Brass Washdown Pipe, less Trap—2-ft., $66.70; 2½-ft., $73.40; 3-ft., $78.70; 3½-ft., $83.50; 4-ft., $90.00; 5-ft., $106.70; 6-ft., $123.50.

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of $1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

POSITION WANTED

Buyer and manager for housefurnishing. Eighteen years' experience in all branches of the housefurnishing game. Wholesale and retail. Wishing to make connections with a wholesale house or department store on Pacific Coast or Honolulu. Now associated with one of the largest wholesale houses on Coast. Very best reference possible. Address G-2, HARDWARE WORLD. (1)

WANTED

Salesmen to sell for a New York brush concern a full and complete line of paint brushes to the retail and hardware stores. State territory you cover and furnish references in your first letter. Box 792, care HARDWARE WORLD, St. Louis. (1)

WANTED

Wanted—A live partner to buy half interest in an old, well established Manufacturers' Agency operating in the Southwest, selling to Hardware, Grocery and Woodenware Jobbers. Must have hardware experience. Consideration $7500. Cash $5000. References exchanged. Box 100, care HARDWARE WORLD, St. Louis.

SALESMEN, ATTENTION!

We offer you a rare opportunity to sell linoleum, felt base and rug border to the Hardware Trade on a liberal commission basis. If interested, advise at once. Hudson Carpet Mills, 169 Fifth Avenue, New York. (1)

FOR SALE

For Sale — Good hardware store — good home and 14.40 acres Thomson seedless vineyard in Sacramento Valley. Write HARDWARE WORLD for information. (tf)

WESTERN SALES REPRESENTATIVE WANTED

For the territory from Denver to the Pacific Coast to represent our line of English and French imported cutlery, pliers, scythes, shears, etc. Prefer one familiar with high grade cutlery. Address A. F., care HARDWARE WORLD.

PACIFIC NORTHWEST REPRESENTATIVE WANTED

Young man to represent us on a profit sharing basis for a few select factory lines going to retail trade only. One who is alive and awake, with ambition—here is a good opening. Address A. L. S., care HARDWARE WORLD.

FOR SALE

Department store in country town, "Everything in Merchandise," excellent location, good clean stock. Doing good business and making money. Would like to correspond with parties looking for a good opening in a going business. Capital $60,000.00, fully paid will sell at par. Not a bankrupt sale, business in good condition. Best of reasons for selling. Address W.S.M., care HARDWARE WORLD. (tf)

WANTED

Salesman calling on Hardware, Housefurnishing and Department Stores to carry side line of Sewer and Drain Pipe Cleaner. Commission basis. State territory, experience, also whom you now represent. Address Box 440, care HARDWARE WORLD, St. Louis. (1)

WANTED

Wanted—To hear from owner of Hardware Store for sale. State cash price, full particulars. D. F. Bush, Minneapolis, Minnesota. (O. N. D.)

POSITION WANTED

Position Wanted — Bookkeeper, experienced in Hardware, seeks permanent connection. Address J. C., care HARDWARE WORLD. (1)

WANTED

Wanted—Live representation on a commission basis for factory, manufacturing a high grade, popular priced line of bathroom fixtures. Excellent side line for wide awake salesman. Write for territory and particulars. Keystone Specialties Co., East Stroudsburg, Penn. (tf)

MISTER MANUFACTURER —

Two experienced salesmen (present headquarters Kansas City, Mo.) are combining forces and will give you real representation in the Southwest. We invite confidential correspondence. Address F. D. B., care HARDWARE WORLD, St. Louis. (1)

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Shot Cartridges—	Black.	Smokeless.
22 Long	$0.65	$0.70
44 Win. Wd. End	1.70	2.00
44 Mar. Game Getter	1.70	1.95
44 XL	1.85	2.10
40-82	1.65	...
45-70	1.65	...
Blank Cartridges—		
22	$0.20	
32 S. & W.	.75	
38 S. & W.	.90	
Caps and Primers—		
Percussion Caps	.25	
Muscat Caps	.30	
Primers, 100 in box	.50	
Primers, 250 in box	1.15	
New No. 4 and 33 Primers	.60	
Wads—		
Cardboard, box of 250	.20	
Blk. Edge, Reg. box of 250	.60	
Blk. Edge, ¼" box of 125	.45	
Blk. Edge, ¼" box of 250	.90	
Rim Fire, Cartridges—	Semi-Smokeless.	Smokeless.
BB Caps	$0.35	$0.35
CB Caps	.45	.45
22 Short	.25	.35
22 Short H P	.30	.35
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.35	.40
22 Long Rifle H P	.40	.50
22 S. & W. Long	.35	.40
22 Extra Long	.55	...
22 W R F	.55	.60
22 W R F, H P	.60	.65
22 Win & Rem Auto	...	.60
22 Win & Rem Auto, H P	...	.65
25 Short Stevens	.60	...
25 Stevens	.85	...
32 Short	.60	...
32 Long	.70	...
38 Short	1.00	...
38 Long	1.20	...
41 Short	1.00	...
41 Long	1.05	...
Center Fire, Cartridges—		
32 Win SS	1.50	1.75
22-15 Stevens	.65	...
25-20 Stevens Lead Blt.	1.85	2.05
25-20 Stevens S.P.& M.C.	1.90	2.20
25-20 Mod. 92 Lead	1.65	1.90
25-20 Mod. 92 S.P.& M.C.	...	2.00
25-20 Mod.92 H.V.S.P.& M.C.	...	2.15
25 Colts Auto	...	1.60
30 Bor S.P.& M.C.	...	2.60
30 Luger S.P.& M.C.	...	2.60
30 Mau S.P.& M.C.	...	2.60
30 Mau in Clips S.P.& M.C.	...	1.35
32 Smith & Wesson	1.15	1.25
32 S.& W. Metal Pt.	...	1.30
32 S.& W. Long	1.15	1.35
32 S.& W.Long Metal Pt.	...	1.45
32 Short Colts	1.15	1.25
32 Long Colts	1.25	1.35
32 Colts New Police or Police Pos.	1.25	1.35
32 Colts Auto S.P.& M.C.	...	1.75
32 Win or 32-20 Lead Blt.	1.65	1.90
32 Win or 32-20 S.P.& M.C.	...	2.00
32 Win or 32-20 H.V.S.P.& M. C.	...	2.15
35 S.& W.Auto S.P.or M.C.	...	1.75
38 S. & W.	1.40	1.55
38 S. & W. Mtl. Pt.	...	1.60
38 S. & W. Special	1.70	1.80
38 S. & W. Special Mtl. Pt.	...	1.95
38 Colts New Police or Police Pos.	1.40	1.55
38 Colts New Police or Police Mtl. Pt.	...	1.65
38 Short Colts	1.40	1.55
38 Long Colts	1.50	1.65
38 Colts Auto S.P.& M.C.	...	2.50
380 Colts Auto S.P.& M.C.	...	2.40
9 M-M Lug. S.P.& M.C.	...	2.75
38-40 Lead Bullet	2.00	...
38-40 S.P.& M.C.	...	2.45
38-40 HI.Vel.S.P.& M.C.	...	2.70
41 Short Colts	1.65	1.80
41 Long Colts	1.90	2.15
44 S. & W. Am.	2.00	...
44 S. & W. Rus.	2.15	2.80
44 S. & W. Spec.	2.30	2.50
44 Win or 44-40 Ld. Blt.	2.00	...
44 Win or 44-40 S.P.& M.C.	...	2.45
44 Win or 44-40 H. V. S.P.& M. C.	...	2.70
44 Game Getter	2.00	2.25
44 Webley	1.80	...
44 Bull Dog	1.75	...
45 Webley	2.25	...
45 S. & W.	2.40	...
45 Colts	2.15	2.40
45 Colts Auto	...	2.90
50 Rem. Pistol	...	2.25
Rifle Cartridges— Cost—Factory List Less 10-5%.	Semi-Smokeless.	Smokeless.
22 HI.Pr.Savg.S.P.&M.C.	...	$1.55
M-M S.P.&M.C.	...	2.20
M-M Short RangeS.P.&M.C.	...	1.85
7 M-M Mauser S.P.&M.C.	...	2.20
7-65 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mann S.P.&M.C.	...	2.20
9 M-M Mann S.P.&M.C.	...	2.30
25-21 Stevens S.P.&M.C.	$0.90	1.10
25-25 Stevens S.P.&M.C.	.90	1.10
25-36 Marlin S.P.&M.C.	...	1.40
25 Rem.S.P.&M.C.	...	1.40
25-35 Win.S.P.&M.C.	...	1.40
25-35 Short Range Lead	...	1.30
250-3000 Savg.S.P.&M.C.	...	1.75
256 Newton S.P.&M.C.	...	2.25
280 Ross Win & UMC Make.	...	2.50
280 Ross, Ross M'keO.T.&M.C.	...	2.65
30-30 S.P.&M.C.	...	1.55
30-30 Miniature M.C.	...	1.50
30-30 Short Range Lead	...	1.30
30 Rem.S.P.& M.C.	...	1.55
303 Savg.S.P.& M.C.	...	1.55
303 Savg.Min.M.C.	...	1.50
303 Savg. Short Range ad	...	1.30
30 Newton	...	2.50
0 Springfield 03 Rimless S.P. & M. C.	...	2.25
30 Springfield 06 Rimless S.P. & M. C.	...	2.25
30-220 Win.or Krag S.P.&M.C.	...	2.10
30-220 Win.or Krag S.P.&M.C., Middle Range	...	1.80
303 British S.P.& M.C.	...	1.55
2 Rem.	...	1.55
2 Win. Self Ldg. S.P.& M.C.	...	2.75
Win. Spcl. S.P.& M.C.	...	1.55
2-40 Lead	1.20	...
2-40 S. P. & M. C.	...	1.40
32 Hi.Vel.S.P.& M.C.	...	1.55
32-40 Short Range Lead	...	1.20
32-40 Miniature M.C.	...	1.25
5c a box off 100 lots. 10% off 500 lots.		
SHELLS LOADED— MEDIUM GRADE. BULK—SMOKELESS.		
12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot		$1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot		1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot		1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot		1.35
3¼ drs. x Buck shot, drop shot		1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot		1.15
2¾ drs. x ⅞ oz., BB shot, drop shot		1.25
20 2¼ drs. x ¾ oz., 18 grs. x ¾ oz., drop shot		1.15
HIGH GRADE SMOKELESS		
12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot		1.40
3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot		1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot		1.30
20 2¼ drs. x ¾ oz., chilled shot		1.25
2⅛ drs. x ⅞ oz., chilled shot		1.35
Trap Loads—		
12 3 drs. x 1¼ oz., 7½ chilled		1.35
3⅛ drs. x 1¼ oz., 7½ chilled		1.40
Black Powder — Loads —		
12 3¼ drs. x 1⅛ oz., drop shot		1.05
Caps and Primers—		
Percussion	.20	...
Musket Caps	.25	...
Primers, 100 in box	.35	...
Primers, 250 in box	.80	...
Empty Paper Shells—Black pow.—		
12, 16, 20 Ga., per 100		2.00
10 Ga. per 100		2.80
MEDIUM GRADE SMOKELESS—		
12, 16, 20, 28 Ga. per 100		1.80
10 Ga. per 100		2.10
HIGH GRADE SMOKELESS—		
12, 16, 20, 28 Ga.		2.55
10 Ga. per 100		2.65
Empty Brass Shells —		
Best Quality 12, 16, 20, 28; box 25		3.00
2nd Quality 12, 16, 20, 28; box 25		2.30
Wads —		
Cardboard, box 250		.30
Black Edge, Reg., box 250		.50
Black Edge, ¼ in., 125 in box		.40
Black Edge, ¼ in., 250 in box		.80

ADZES—UNHANDLED—
Lipped Ship—White, Barton's or Colliers's, 5⅛ in., $7.25; 6-inch, $7.75.
Plain Ship—Plumb, No. 780, $3.00; Hunt's, $2.75.
Carpenter's—Plumb, Nos. 740, 750, $2.50; Hunt's, $2.25.
Railroad—Plumb, No. 770, $2.70; American, $1.75.

ALUMINUM WARE, CAST—
Griddles—Size 7, $2.65; 8, $3.00; 9, $350; 12, $3.75.
Kettles, Berlin — 2½ qts., $4.50; 4, $5.25; 5, $6.25; 6, $6.50.
Kettles, Maslin—4 qts., $4.00; 6, $4.50; 8, $6.00; 12, $8.25.
Kettles, Tea—Size 6, $5.50; 7, $5.75; 8, $6.25.
Pans, Lipped Sauce—2 qts., $3.65; 3, $4.00; 4, $4.50.
Skillets—Size 6, $2.75; 7, $2.85; 8, $3.15; 9, $3.65.
Spoons, Basting—15-inch, 30 cents.
Spoons, Mixing—13-inch, 30 cents.
Waffle Moulds—Size 7, low, $4.00; 8, low, $4.00; 7, deep, $4.00; 8, deep, $4.50.

ALUMINUM WARE, PRESSED—

Boilers, Rice—			
1½ quart	1.50	4 quart	1.35
3 quart	2.25	6 quart	1.75
Cups—		8 quart	2.10
Collapsible	.15	10 quart	2.35
Measuring	.20	Kettles, Preserving—	
Covers, Pot—		4 quart	1.15
8 inch	.20	6 quart	1.50
8½ inch	.20	10 quart	2.00
9½ inch	.25	14 quart	3.25
10½ inch	.35	Kettles, Tea—	
11½ inch	.40	5 quart	2.50
Kettles, Convex—		6 quart	3.00
2 quart	.90	8 quart	3.25

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RETAIL SELLING PRICES—Continued

ALUMINUM WARE, PRESSED—Continued.

Ladles—
½ pint ..... .20
Moulds, Jelly—
2841 to 2848 ..... .10
Pans, Biscuit—
11⅝x7½x1½ inch... .60
Pans, Bread—
9⅝x5⅝x2¾ inch.... .55
Pans, Cake—
Round, Plain, 8⅞ in.. .30
Round, Plain, 9⅝ in.. .40
Rd., Loose Bot., 8⅞ in. .50
Rd., Loose Bot., 9⅝ in. .60
Square, Plain, 9½ in.. 1.00
Tube, Plain, 9 inch... .80
Tube, Plain, 9⅝ inch. 1.10
Mountain, 9⅜ inch.. .40
Pans, Corn Cake—
6-cup ..... .75
12-cup 1.35
Pans, Dish—
10 quart 1.85
17 quart 2.75
Pans, Fry—
9⅞ inch 2.25
10¾ inch 2.50
Pans, Milk—
6 quart 1.40
Pans, Pie—
9⅝ inch ..... .40
Pans, Pudding—
1 quart ..... .45
2 quart ..... .60
4 quart ..... .90
Pans, Convex Sauce—
1 quart ..... .60
3 quart 1.00
6 quart 1.65
Pots, Fireless Cooker—
4 quart 1.35
6 quart 1.50
8 quart 1.85

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25. Sebco, 3-16x½ in., ⅜ in., 1 in., $5.00 per hundred list; ¼x½ in., ⅜ in., 1 in., $5.60 per hundred net.

ANVILS: Steel Face — 20-lb., $6.75; 30-lb., $8.00; 40-lb., $9.50; 50-lb., $11.25. Wrought — Trenton, base, 30c lb.; Hay-Budden, base, 35c lb.
Advances for size on Hay-Budden anvils—20-29 lbs., cwt., $8.00; 30-39 lbs., cwt., $5.00; 40-49 lbs., cwt., $3.00; 50-59 lbs., cwt., $2.00; 60-69 lbs., cwt., $1.00; 70-79 lbs., 50c; 80-425 lbs., base.

ANTIMONY—Slab, 25c lb.

APRONS: Carpenter — 100, 40c each: 24" 8-oz., white, 1 pocket, 101, each, 65c; 24" 8-oz., brown, 3 pockets, 102, each, 70c; 36" 8-oz., brown, 3 pockets, 105, each, $1.05; 48" 10-oz., brown, 7 pockets, 106, each, $1.95; 48" 10-oz., brown, 3 pockets, 16, each, $1.80; 48" 10-oz., closed leg, 7 pockets, 17, each, $2.25.
Lumberman's—36" 10-oz., brown, double front, no pockets, each, $1.15.
Teamster's—48" 10-oz., brown, 1 pocket, each, $1.80.

AUGERS—Greenlee or Snell's—

	⅝"	⅞"	1'	1¼"	1⅜"	2"
Boring	$1.25	$1.65	$1.85	$2.50	$3.00	$4.00
Carpenter's Nut	1.00	1.35	1.60	2.00	2.75	3.50
Ship, Screw	1.35	1.65	1.85	2.15	2.80	6.10
Ship, no screw	1.60	1.95	2.15	2.55	3.85	7.35

AUGERS—Post Hole—Iwan, 6-inch, $3.00 each; 7-inch, $3.25; 8-inch, $3.25. Vaughan's, 4 to 8-inch, $2.50.

ASBESTOS—
Mill Board, per sheet, cut, 15 cents.
Sheathing, 36-inch roll, Nos. 8 to 60, 15 cents.
Cement, dry, 100-lb. bags, $6.75.

ATHLETIC GOODS

BASEBALL GOODS—
Major League Baseballs, $2.00; Special League Baseballs, $1.50; Lowest Quality, 15c.
Major League Catchers' Mitts, highest quality, $15.00; lowest quality, $1.00.
Major League Basemen's Mitts, highest quality, $9.00; lowest quality, $1.00.
Major League Fielders' Gloves, highest quality, $8.00. lowest quality, 75c.
Player's Model Bats, $2.25; lowest quality, 25c.
Chest Protectors, $9.00.
Jack Strops, 50c.

TENNIS GOODS—
Tennis Racket, highest quality, $13.50; lowest quality, $2.50.
Championship Tennis Balls, 50c; Practice Tennis Balls, 10c.
Tennis Net, highest quality, $25.00; lowest quality, $3.00.
Tennis Reels, $1.50.
Racket Cases, Canvas, $1.50; Felt, $1.00. Racket Press, $1.00.
Racket Restringing, English Gut, $5.00; American Gut, $4.00; Japanese Gut, $2.25.

GOLF GOODS—
Golf Balls, highest quality, High Power, 75c; Medium Power, 50c.
Golf Clubs, Standard Woods, $5.50; Standard Irons, $4.50.

TRACK AND FOOTBALL—
Javelins, Official, $6.00.
Discus, Official, $10.00.
Vaulting Poles, 16-foot, $10.00; 14-foot, $10.00; 12-foot, $9.00.
American Football, Official, $9.00; lowest quality, $1.75.
Soccer Football, Official, $10.00; lowest quality, $3.00.
Athletic Jerseys, $4.50.
Running Shirts, 60c.
Running Pants, 90c.

GYMNASIUM AND PLAYGROUND—
Basket Balls, Official Indoor, $13.50; lowest quality, $4.00. Official Outdoor, $13.50.
Play Ground Balls, 12-inch Outseam, $1.75; 14-inch Outseam, $2.00; 12-inch Regular Seam, $1.50; 14-inch Regular Seam, $1.75; Children's, 25c.
Play Ground Ball Bats, 75c.
Hand Balls, 1⅞-inch, 35c; 2¼-inch, 40c.
Volley Balls, Official, $7.00; lowest quality, $3.50.
Boxing Gloves, 10-oz. best, $13.50; 8-oz. best, $12.00; 6-oz. best, $9.00.
Striking Bags, best $10.00; lowest quality, $3.00.

AXES—
Double Bit, unhandled — 3½, 4¾, 4, $2.25; 4¼, 4½, $2.50.
Single Bit, handled — Warranted, $2.50; second grade, $2.25; common, $2.00.
Fireman's—Hunt's, $3.25.
Boys'—Kelly's Perfect, $1.65; common, $1.50.
Broad: Hunt's — No. 10½, $6.50; No. 11, $6.75; No. 11½, $7.00.
Baker Pattern—6-lb., $6.00; 7-lb., $6.40; 8-lb., $6.75.
Hurd's Western Pattern—7-lb., $5.50; 8-lb., $6.00.
Hunters'—Hunt's No. 000, $1.25; Sayre's No. 50, $1..75; Sheaths, 75c.
Marble's Barton, Canada pattern—5-lb., $9.00; 6 to 7 lbs., $9.55; 7½ to 8 lbs., $10.15.
Marble's Canada pattern—5-lb., $9.25; 6 to 7 lbs., $9.80; 7½ to 8 lbs., $10.35.
Marble's Pocket — No. 2, $3.25; No. 3, $3.50; No. 5, $2.00; No. 6, $2.25.

BAGS—WATER—

Closed Top—		Sanitary Top—	
1-gal.	1.15	1-gal.	1.35
2-gal.	1.35	2-gal.	1.50
3½-gal.	2.10	3½-gal.	2.35
5-gal.	2.65	5-gal.	2.85

BABBITT METAL — XXXX Nickel, lb., 75c; Challenge and Genuine, 60c; Armature, 55c; Copper Hard, 30c; Genuine Liberty Motor, 60c; Magnolia, 50c; Merit (less than 280-lb. lots), 40c; Electric and X, 15c; XX, 12c; XXX, 10c. Frictionless—Pound, 50c.

BARS, CROW—Pinch Point, Wedge or Lining, 18c lb. Claw, 25 lb., 18c lb.; 30-lb., 18c lb. Ripping or Wrecking, ½x12-in., 25c each; ⅝x20-in., 35c; ⅝x24-in., 40c; ¾x24-in., 45c; ¾x30-in., 50c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers.

BELTING: Round Leather, 500-ft. reels—3/16" per foot, 5c; ¼" 10c; 5/16" 15c; ⅜" 20c.

BELTING—Rubber—

Inch	2-Ply	3-Ply	4-Ply	5-Ply	6-Ply	7-Ply	8-Ply
1	$0.18	$0.20	$0.24	....	....	....	....
1¼	.23	.26	.30	....	....	....	....
1½	.27	.31	.36	$0.45	....	....	....
1¾	.32	.36	.42	.53	....	....	....
2	.34	.39	.46	.58	$0.69	....	....
2½	.42	.48	.56	.70	.84	....	....
3	.48	.55	.65	.81	.98	....	....
3½	.57	.65	.76	.95	1.14	....	....
4	.61	.70	.82	1.03	1.23	$1.44	....
4½	....	.78	.92	1.15	1.38	1.61	....
5	....	.87	1.02	1.28	1.53	1.79	....
6	....	1.04	1.22	1.53	1.83	2.14	$2.44
7	....	1.22	1.43	1.79	2.15	2.50	2.86
8	....	1.31	1.54	1.93	2.31	2.70	3.08
9	....	....	1.73	2.16	2.60	3.03	3.46
10	....	....	1.92	2.40	2.88	3.36	3.84
11	....	....	2.11	2.64	3.17	3.69	4.22
12	....	....	2.30	2.88	3.45	4.03	4.60
13	....	....	2.50	3.13	3.75	4.38	5.00
14	....	....	2.69	3.36	4.04	4.71	5.36
15	....	....	2.88	3.60	4.32	5.04	5.72
16	....	....	3.08	3.86	4.62	5.40	6.16
18	....	....	3.46	4.32	5.20	6.06	6.98
20	....	....	3.84	4.80	5.76	6.72	7.68
22	....	....	4.22	5.28	6.34	7.38	8.44
24	....	....	4.60	5.76	6.90	8.06	9.20
26	....	....	....	6.26	7.50	8.76	10.00
28	....	....	....	6.72	8.08	9.42	10.76
30	....	....	....	7.20	8.64	10.08	11.52

BEVELS — Sliding T: Stanley 25 or Sargent 2B — 6" 65c; 8" 75c; 10" 80c; 12" 90c.
Stanley No. 18 or Sargent 66B: 6" 90c; 8" $1.15; 10" $1.45.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	⅝-in.	¾-in.	1-in.
Plain Rough brass	.80	1.05	1.35	....
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	.90	1.15	1.50	7.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	....

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.40	.75	.45	....	.25
4	.40	.65	.40	1.00	.25
5	.40	.65	.40	....	.25
6	.40	.65	.40	1.00	.30
7	.40	.65	.45	1.10	.30
8	.40	.65	.50	1.10	.35
9	.40	.75	.55	1.20	.35
10	.40	.75	.65	1.30	.40

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RETAIL SELLING PRICES—Continued

BITTS—Auger—Continued.

11	.45	.90	.70	1.45	.45
12	.45	.90	.75	1.60	.45
13	.55	1.00	.80	1.75	.50
14	.55	1.00	.85	1.85	.55
15	.65	1.20	.90	2.00	.60
16	.65	1.20	.90	2.15	.65
17	...	1.50	1.10	....	.70
18	.75	1.50	1.10	....	.75
20	.90	1.80	1.25	....	.80
22	...	2.00	1.50	....	.85
24	...	2.25	1.75	....	1.10

Bitts: Standard Auger, in sets — 8 bitts, 108-18¾ quarters, $4.50; 13 bitts, 118-32½ quarters, $7.05; 18 bitts, 18-32½ quarters, $6.00.

Irwin Auger, in sets—413, box, 32½ quarters, 13 bitts, $9.00; 418C, box, 32½ quarters, 18 bitts, $9.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clarks' small, $2.00; large, $2.75; Steers, small, $3.00; large, $3.75.

Expansive Bit Cutters—Clark's No. 1, 35c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 60c; No. 2, 60c; No. 3, 65c; No. 4, 70c.

BIT HOLDERS—Extension—

Millers Falls, No. 3—

12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.80
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	...	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	...	...	...	4.75	6.75	10.00
Steel—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	...	1.65	...	2.25	5.50	8.75
Double Roller Bushed	...	3.30	...	4.10	10.00	15.00
Triple Roller Bushed	...	4.65	...	5.75	14.25	20.00
Snatch, Plain Bushed	...	...	...	4.10	6.00	8.75
Snatch, Roller Bushed	...	...	...	7.00	9.75	15.25

BLOWERS—

Champion Blacksmith — No. 400, $40.00; No. 40, $27.50. Buffalo—No. 700, $27.00; No. 200,, 12" $40.50; No. 200, 14" $47.25.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, $4.50; No. 2, $4.50.

Stanwell—$2.75.

Without Table (skirt boards)—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foot, $2.00.

BOARDS—(See Washboards).

BOLTS—Common Carriage (Per 100)—

	3/16" and ¼"	5/16"	¾"	7/16"	½"
1½	$1.00	$1.40	$1.90	$2.30	$3.40
2	1.10	1.50	2.05	2.50	3.40
2½	1.20	1.65	2.25	2.75	3.40
3	1.30	1.75	2.40	2.95	3.70
3½	1.40	1.90	2.55	3.15	4.00
4	1.50	2.00	2.70	3.35	4.30
4½	1.60	2.15	2.85	3.60	4.65
5	1.70	2.25	3.05	3.80	4.90
5½	1.80	2.35	3.20	4.00	5.20
6	1.90	2.50	3.35	4.20	5.50
6½	2.10	2.75	3.70	4.40	5.75
7	2.20	2.90	3.80	4.65	6.00
8	2.35	3.15	4.20	5.00	6.65
9	2.65	3.35	4.50	5.50	7.25
10	2.85	3.60	4.85	5.90	7.80
11	...	...	5.25	6.30	8.40
12	...	...	5.50	6.75	9.00
14	...	...	....	...	10.25
16	...	...	....	...	11.25
18	...	...	....	...	12.50
20	...	...	....	...	13.75

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5-16"		⅜"	
¾	.10	.45	.10	.45	...	...	...	...	...	...
½	.10	.45	.10	.45	.10	.60	...	...	...	...
⅝	.10	.45	.10	.45	.10	.60	...	...	...	...
¾	.10	.45	.10	.45	.10	.60	...	...	...	...
⅞	.10	.45	.10	.45	.10	.65	...	...	...	...
1	.10	.45	.10	.45	.10	.65	.15	.95	.20	1.40
1¼	.10	.50	.10	.50	.10	.70	.15	1.00	.20	1.45
1½	.10	.55	.10	.55	.15	.75	.15	1.05	.25	1.55
1¾	.10	.60	.10	.60	.15	.80	.20	1.10	.25	1.60
2	.10	.60	.10	.60	.15	.80	.20	1.15	.25	1.70
2¼	...	...	.10	.65	.15	.85	.25	1.20	.30	1.80
2½	...	...	.10	.65	.15	.90	.25	1.25	.30	1.90
3	...	...	...	.15	.75	.15	1.00	.25	1.35	.30	2.10
3½	...	...	...	.15	.85	.20	1.10	.25	1.50	.35	2.30
4	...	...	...	.15	1.00	.20	1.20	.25	1.65	.40	2.50

BOLTS — Machine, Square Head and Nut — (Per 100):

	¼"	3/16"	⅜"	7/16"	½"	⅝"	¾"	⅞"
1½"	$1.55	$1.80	$2.20	$2.75	$ 3.60	$ 5.20	$ 7.70	$10.40
2"	1.65	1.90	2.35	3.00	3.85	5.60	8.15	11.10
2½"	1.75	2.10	2.50	3.20	4.15	5.95	8.75	11.85
3"	1.80	2.15	2.65	3.40	4.40	6.35	9.25	12.50
3½"	1.85	2.30	2.80	3.60	4.70	6.70	9.80	13.20
4"	1.90	2.40	2.90	3.85	4.95	7.00	10.45	13.85
4½"	2.20	2.70	3.30	3.95	5.10	7.45	10.90	14.60
5"	2.25	2.85	3.45	4.20	5.40	7.80	11.45	15.25
5½"	2.30	3.00	3.70	4.40	5.65	8.35	12.00	15.95
6"	2.40	3.10	3.85	4.55	5.90	9.55	12.55	16.75
6½"	2.50	3.20	3.95	4.80	6.15	8.90	13.20	17.45
7"	2.60	3.30	4.10	4.95	6.45	9.35	13.65	18.15
8"	2.75	3.60	4.45	5.35	6.95	10.00	14.70	19.40
9"	2.85	3.75	4.80	5.75	7.45	10.75	15.85	20.80
10"	3.00	4.00	5.05	6.15	7.90	11.50	16.85	22.25
11"	3.20	4.30	5.40	6.55	8.50	12.35	17.95	23.65
12"	3.35	4.50	5.75	6.95	8.95	13.20	19.10	25.00
13"	....	....	....	....	9.50	14.00	20.15	26.40
14"	....	....	....	....	10.15	14.60	21.25	27.75
15"	....	....	....	....	10.50	15.40	22.35	29.15
16"	....	....	....	....	11.00	16.00	23.50	30.50
17"	....	....	....	....	11.50	16.85	24.60	31.90
18"	....	....	....	....	12.10	17.60	25.60	33.25
19"	....	....	....	....	12.65	18.30	26.65	34.65
20"	....	....	....	....	13.25	19.10	27.75	36.00
21"	....	....	....	....	13.75	19.80	28.85	37.40
22"	....	....	....	....	14.30	20.60	30.00	38.75
23"	....	....	....	....	14.85	21.35	31.00	40.15
24"	....	....	....	....	15.40	22.00	32.15	41.50
25"	....	....	....	....	15.95	22.85	33.25	43.00
26"	....	....	....	....	16.25	23.65	34.40	44.25
27"	....	....	....	....	16.75	24.40	35.50	45.65
28"	....	....	....	....	17.35	25.00	36.60	47.00
29"	....	....	....	....	17.90	25.85	37.70	48.40
30"	....	....	....	....	18.50	27.25	38.80	49.75

BOLTS—Barrel—

Cast Iron, Japanned—

4-inch	.20
5-inch	.20
6-inch	.25
8-inch	.40

Light Wrought Steel, Jap.—

2½-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—

6-inch	.40
8-inch	.50
10-inch	.75

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	2.75
6Q	3.75
11	1.50
11Q	2.50
14	1.75
14Q	2.75
14½	1.50
15	2.50
15Q	3.50

Universal—

21	1.50
22	2.50
71	1.75
72	2.75
81	2.75
82	3.75
91	2.50
92	3.50
592	4.25

Ferrostat—

504R	10.00
505N	15.00
505L	16.00

FILLERS—Thermos and Universal—

½ pint	1.00
1 Pint	1.00
1 Quart	1.50
1½	2.25

LUNCH KITS —

Thermos —

392 and 396	2.75
393 and 397	3.00
394 and 398	4.00

Universal—

310	3.00
320	3.50
410	3.25
510	3.50

Thermos—Food Jars. Fillers.

600	3.00	1.25
601	3.50	1.50
602	4.50	2.00

Thermos—Jugs. Fillers.

556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—

3-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—

3-inch	.35
4-inch	.40
6-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.40
8-inch	.50
10-inch	.60

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes— ... .

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.80
10-inch	1.85

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RETAIL SELLING PRICES—Continued

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1305 25x5	30.75
1306 30x5	33.00

Stanley—

50½	11.50
246	24.50
358	29.00
460	35.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

Langdon—

25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—

20	4.50

BRACES—

P. S. & W., No. 7008, $4.75; each; No. 7010, $5.00; 7012, $5.25. 8010B, $6.00; 8012B, $6.25; 8014B, $6.50.

Stanley, No. 921—8-inch, $5.00 each; 10-inch, $5.25; 12-inch, $5.50; 14-inch, $5.75. No. 945—8-inch, $2.75; 10-inch, $2.85; 12-inch, $3.00. No. 965—8-inch, $2.15; 10-inch, $2.25. No. 966—8-inch, $1.15; 10-inch, $1.25.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.55
4x 5	.20	4x 5	.60
5x 7	.30	5x 7	.70
6x 8	.35	6x 8	.85
7x 9	.40	7x 9	.95
8x10	.45	8x10	.95
10x12	.60	10x12	1.15
12x14	.85	12x14	...

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
¼ and ⅝-inch	.35	.20	.15
⅝ to 1⅛ inch	25	15	10
1¼ to 2-inch	20	15	10

BRASS—Sheet—Soft, per lb., 45c; Half Hard, 50c; Sign, 50c; Spring, 75c.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.50 each; No. 44, $3.25 each.

Cake Maker, No. 1, $3.50; No. 2, $4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 15c each; 218, 20c; 220, 25c; 1102, 30c; 1103, 35c; 1104, 40c; 1105, 45c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 70c each; No. 2, $1.25; 3, $1.00. Mill—Steel Band, 90c.

Push or Street — Bassine, with Handles — 14-inch, $1.10 each; 16-inch, $1.25; 18-inch, $1.25; 24-inch, $2.00; 30-inch, $2.65. Rattan, with Handles—16x8 inches, $1.10; 16x10, $1.25. Wire, no Handles—12x5, $1.10; 14x5, $1.25; Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BUTTS — Cabinet Door —

	2x2	2½x2	2½x2½	3x2½
189 F	.65	.70	.95	...
189 N	.75	.85	1.10	...
284 D2, F; or 2719 AC, OB	.20	...	.25	.35
284 SF2; or 2719 MBS	.25	...	.30	.35
284 N; or 5719	.30	...	.35	.40
286 D2, F; or 2721 AC, OB	.25	...	.30	.35
286 N; or 5721	.25	...	.35	.40
289 D2, F, B; or 2718 AC, OB	.25	.30	.30	.35
289 N	.35	.35	.35	.40
289 SF 2, SD2, SA4, H; or 2718MBS	.30	.35	.35	.40
291 D2, F; or 2705 AC, OB	.30	...	.30	.35
291 SD2, SF2, SA, B; or 2705 MBS	...	...	.35	.40
291 N; or 5705	...	...	.40	.45
295 D2, F, or 2722 AC, OB	.25	.30	...	...
295 N or 5722	.30	.35	...	...

Galvanized Brass Pins:	2x2	2½x2½	3x2½	3x3	3½x3½	4x4
1319 or 4705 BR	.40	.45	...	.55	.75	...
1334 or 4703 BR	.40	.50	...	.65	.75	.95

Bright Steel:

804 or 703½	.15	.20	.25	.25	.30	.45
808 or 705	.15	.15	...	.20	.30	.40
823 or 714	...	.25	...	.30	.30	.25

838 or 719: 1, 10c; 1¼, 10c; 1½, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 25c; 4, 35c.

840 or 721: 1, 10c; 1¼, 10c; 1½, 10c; 2, 15c; 2½, 15c; 3, 20c.

	2x2
Finished: 241 D2, F, F2, B; or 2714 AC, OB	.35
241 SD2, SF, SA4; or 2714 MBS	.45
241 H	.45
241 N or 5714	.50
Parliament: 260 D2, F; or 2716½ AC, OB	.45
260 H, SA4	.50
260 N or 5716½	.50
828 or 716½	.35
Japanned: 731 or 1714	.25
731½ or 1714½	...
733 or 1714½ DB	.35
740J1 or 1721	.25
747 or 1705	...
749J1 or 1718	.35
Half Surface: 160 D2, F; or 2740 AC, OB	.40
160 SF2 or 2740 MBS	.45
160 H	.50
160 N or 5740	.50
165 D2, F or 2745 AC, OB	.50
165 SF2 or 5745 MBS	.50
165 N or 5745	.55

BRUSHES—

Casting—

No.	Each.
2	.60
3	.65
5½	.60
7	.75
10	.75
15	.90

Counter or Dusting—

15	1.00
17	1.25
20	1.25
7	2.50

Floor or Garage—

12	1.35
14	1.50
16	1.65
112	1.75
114	1.85
116	2.10
216	2.00
218	2.25
220	2.50
224	3.00
312	1.50
314	1.75
316	1.85
614	5.00
616	5.75
618	6.25

Hand or Nail—

Daisy	.10
Windsor	.15

Horse—

Collie	.80
Hound	.65
Mastiff	.75
Pointer	.65
Shoo Fly	.70
72	.40
73	.60
73-P	.50
800	.85

Kalsomine—

240	6.75
810	3.00

Marking—

1	.10
2	.10
3	.10
4	.15
5	.15
6	.15

Paint—

151—2½	.35
3	.50
3½	.65
4	.80
155—3	.70
3½	.85
4	1.10
4½	1.65
159—2½	.70
3	.80
3½	1.10
4	1.50
165—3	1.35
3½	1.85
4	2.25
4½	3.25
228—3½	2.50
4	3.25
4½	4.50

Roofing—

401	2.25
404	2.65

Sash—

20—2	.20
4	.25
6	.35
8	.45

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.35	...	.70	...	...
3-inch	.50	.70	.80	1.35	...
3½-inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½-inch	...	1.65	....	3.25	5.75

Roofing—Knotted—

3 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.35
1x2¼-in.	.45

Scrub—

Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.30
Ox Fibre, 10"	.35
Ox Fibre, 12"	.40
White Tampico, 8"	.20
White Tampico, 11"	.30
White Tampico, 12"	.40

Shoe—

Dauber, wood	.20
Dauber, iron	.25
Brush only, ⅞-in.	.35
Brush only, 1¼-in.	.75
Combination	.30
Extra bristles	.50
Best 1¼-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shelving—Rubber—Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1⅛-in., 2½-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

Window—

Gray fibre	.90
Black horsehair	.80
Pope's Eye	1.25
Squeeges, 10-in.	.25
Squeeges, 12-in.	.30
Squeeges, 14-in.	.35
Squeeges, 16-in.	.40

BUCKETS—(See Galv. Ware)

BURNERS: Lamp—1 or A, 15c; 2 or B, 20c; 3C, 30c.

Lantern—0 Hot Blast, 15c; 2 Cold Blast, 25c.

Rubbish — 1-20" steel, $8.25; 2-26" steel, $10.75; 3-30" steel, $13.00; 10 wire, $1.75; 11 wire, $2.10; 12 wire, $2.50; 13 wire, $3.00; 14 wire $3.50.

2½x2½	3x3	3½x3½	4x4	4½x4½	5x5	6x6
.40	.40	.40	.55	.80	1.40	2.35
.45	.50	.50	.65	.90	1.55	2.65
.50	.50	.50	.70	.95	1.60	2.75
.50	.50	.55	.70	1.00	1.65	...
...	.45	.55	.60	.70	.75	...
...	.50	.60	.65	.70	.80	...
...	.50	.60	.65	.70	.80	...
...	...	.35	.40	.45	.50	.55
.30	.30	.30	.40	.55	.75	...
.35	.40	.40	.45	...	...	...
.40	.40	.40	.50	.75	1.30	2.25
.30	.35	...	...	...	...	...
.30	.35	...	...	...	...	...
.35	...	...	...	...	...	...
.45	.50	.55	.75	1.05	...	...
.50	.55	.65	.80	1.10	...	...
.55	.60	.70	.85	...	...	...
.55	.60	.70	.85	1.15	...	...
.50	.55	.60	.80	1.05	...	...
.55	.60	.70	.90	1.15	...	...
.60	.65	.75	.90	1.25	...	...

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RETAIL SELLING PRICES—Continued.

CANTEENS: Boyco and Bear Brand, Covered—2 qts., $1.15; 3 qts., $1.25; 4 qts, $1.35; 6 qts $1.65; 8 qts., $2.00; 10 qts., $2.25.
Khaki Covered—2 qts., $1.10; 3 qts., $1.25; 4 qts., $1.35; 6 qts., $1.50; 8 qts., $1.85.
Government Covered—222, $1 35.
Lincoln Auto (Auto Can), Covered—No. 100, $1.75; No. 200, $2.00; No. 300, $2.10.
American or Boy Scout—Covered, with straps, No. 325, $1.10.
Canteen Straps—No. 301, 20c.
Boyco Service Units — Noo. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2 ⅛ x 4 ½	2.90	3.65
2 ½ x 4 ½	3.00	3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.50.

CARRIERS: Hudson Hay—No. 29 $20.50; No. 50, $11.50; No. 62, $16.25; No. 77, $10.75.
Hunt, Helm & Ferris — 493, $20.25; 502, $15.75; 503, $12.00; 481, $25.00.

CATCHERS, GRASS—No. 1, $1.00 each; 2, $1.15; 10, $1.15; 20, $1.25; 1000A, $1.50. No. 1, Perfex, $1.65; No. 2, Perfex, $1.75. No. 5G, Easy-Em., $1.75; 10G, Easy-Em., $2.00; 12G, Easy-Em., $2.25; 50, Easy-Em., $1.65.

CHAINS—Tire—

Size.	Pair.	Size.	Pair.
Tire—Weeds		4 ½ x 33	7.25
3 x30	4.50	4 ½ x 34	7.50
3 ½ x30	5.00	4 ½ x 35	8.00
3 ½ x32	5.50	4 ½ x 36	8.00
4 x31	6.00	4 ½ x 37	8.75
4 x32	6.00	5 x35	9.00
4 x33	6.50	5 x36	9.00
4 x34	7.00	5 x37	9.75
4 x35	7.50	5 ½ x 36	12.00
4 x36	7.50	5 ½ x 37	13.00
4 ½ x32	7.00	5 ½ x 38	14.00

Dozen pair lots, 10% off.

CHAIN—Yankee, Straight Link (Coil)—4-0, 10c ft.; 3-0 10c; 2-0, 9c; 0, 8½c; 1, 8c.
Norway Straight Link (Coil)—⅛, 35c lb.; ⅝, 35c; ¾, 30c.

Passing Link (Coil)—4-0, 13c ft.; 3-0, 11c; 2-0, 10c; 1-0, 9c.
Proof Straight Link (Coil)—3-16 Black, 22c lb.; ¼, 20c; 5-16, 18c; ⅜, 17c; 7-16, 15c; ½, 15c; ⅝, 15c; ¾, 15c; ⅞, 15c.
Proof Twisted Link (Coil)—¼ Black, 20c lb.; 5-16, 20c; ⅜, 15c.
B. B. Proof Straight Link, A (Coil)—5-16, 20c lb.; ⅜, 20c; ½, 20c; ⅝, 20c; ¾, 20c; ⅞, 20c; 1, 20c.
Twisted Machine Coppered (Coil)—3-0, 15c ft.; 2-0, 15c.
Jack—Iron—16, 10c yard; 14, 10c; 12, 10c; 10, 10c; 8, 15c. Brass—120, 10c yard; 118, 10c; 116, 10c; 114, 20c; 113, 20c; 112, 20c; 110, 35c.
Safety Brass—00, 15c yard; 0, 15c; 1, 15c; 2, 20c; 3, 25c.
Sash—0, Copper Plated, 4¼c ft.; 1, Copper Plated, 5c; 2, Copper Plated, 5c; 4X, Sherardized, 15c; 10, Cable, 20c.
Sash Chain Fasteners—Phoenix, 20c set; 10, 60c.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks — 120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150, 15c; 250, 15c; 350, 15c.

CHESTS, TOOL — A, Leather Covered, $26.50; AA, Leather Covered, $30.25; B, Quartered Oak, $24.25; BB, Quartered Oak, $26.50; BBB, Quartered Oak, $32.00; D, Quartered Oak, $16.25; DD, Quartered Oak, $17.75; DD, Leather Covered, $19.00; DDD, Leather Covered, $20.25; DDD, Quartered Oak, $20.00; E, Quartered Oak, $24.25; EE, Quartered Oak, $28.50; F, Quartered Oak, $20.00; F, Leather Covered, $20.25; FF, Leather Covered, $23.75; FF, Quartered Oak, $22.25; G, Plain Oak, $14.00; GG, Plain Oak, $15.50.

CHECKS, DOOR: Corbin — No. 1, each, $6.35; 2, $9.75; 3, $11.50; 4, $14.00; 5, $18.50.
Norton—A, Each, $6.25; B, $8.00; C, $9.75; D, $11.50; E, $15.50; CH, $11.00; DH, $13.00.
Dime — No. 10, each, 15c; Norton, 44, $2.50; No-Slam, 100, 35c.
Rixon—A, each, $8.00; B, $9.25; C, $11.00; D, $14.50.
Sargent—No. 20, each, $4.00.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	3.00	0	1.50
10	4.75	1	1.85
12	4.25	2	2.25
22	7.75	3	3.00
32	9.75	304	6.50
		Russwin	
501	2.25	0 R	2.00
602	2.75	1 R	2.50
703	3.50	2 R	2.75
		3 R	3.75

CHISELS—

Socket Firmer Bev. Edge	Whites No. 2		Pocket Bev. Edge		Inside or Outside Bevel	
	¼"	⅜"	1"	1¼"	1½"	2"
Buck Bros. Socket Firmer...	1.30	1.40	1.65	1.85	2.00	2.50
Buck Bros. Tanged Firmer..	.95	1.05	1.15	1.35	1.50	2.15
Buck Bros. Socket Butt.....	...	...	...	1.50	1.60	2.10
Buck Bros. Tanged Turning..	.80	.90	1.10	1.35	1.65	2.35
Everlasting, Pocket	1.30	1.40	1.50	1.70	1.85	2.25
Witherby's Butts	...	...	1.00	1.10	1.25	1.75
Witherby's Corner	3.75	3.75	4.25	...	...	...
Witherby's Socket Firmer(P)	.70	.80	.90	1.00	1.10	1.25
Witherby's Socket Firmer(B)	.85	.95	1.15	1.20	1.25	1.50
Witherby's Socket Framing.	1.15	1.30	1.40	1.55	1.65	2.10
Witherby's Pocket	.80	.90	1.10	1.15	1.25	1.40
Cap	.65	...	...	...	...	...
Diamond Point	...	...	...	...	...	...
Regular or Common Taper...	.20	.35	.70	...	...	...
Extra Quality Polished Point	.35	.65	1.10	...	...	...

CHURNS—Barrel—No. 0, $10.00 each; 1, $11.25; 2, $12.75; 3, $14 25
Improved Cylinder—No. 1, $5.50; 2, $6.50.
Glass Family, Universal—No. 15, $2.75 each; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c; 20, 90c; 30, $1.20; 40, $1.50.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25
Dash and Handle—25c extra.

CLAMPS — Carpenters' — StearnsNo. 212, $6.00 pair; 213, $6.65; 214, $7.00; 215, $8.25; 216, $15.00; 218, $17.75.
Carriage Makers'—No. 12, Plain, 35c each; 13, 40c; 14, 50c; 15, 70c; 16, 90c; 18, $1.25; 20, $1.75; 22, $2.15.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—Rubber — 10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.
Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND —
Cedar Sweep—1½-lb. carton, 20c; 4¼-lb. carton, 60c; 33-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.
Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.
Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.
Cedar Mist—1 gal., $3.50; 5 gals., $12.50.
Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ in., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1½-in., 60c

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	3.75	No. 0	2.25
No. 1	5.00	No. 1	2.75
No. 2	7.00	No. 2	3.75
No. 3	8.75	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS, ALARM—Westclox—American, $1.50 each; Bluebird, $1.75; Lookout, $1.75; Sleepmeter, $2.00; Bunkie, $2.75; Ironclad, $2.25; Jack-O'Lantern, $3.00; Bingo, $3.25.
Circle, $3.25; Flash, $3.25; Gale, $4.50; Ideal, $3.00; Indian, $1.75; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH — Emery, Nos. 00 to 2½, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.63	.72
¾-inch	.28	.35	.42	.49	.56
⅝-inch	.28	.35	.42	.49	.56
2-inch	.20	.25	.30	.35	.40
2½-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c: 14M Opal, 5c per sq. ft.

COCKS—

No.		Each	No.		Each
Ball—	½-inch...	1.25	Gas Hose—	⅜-inch...	.30
	⅝-inch...	1.50		½-inch...	.35
	¾-inch...	1.75		¾-inch...	.50
	1-inch...	3.00			

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.45	.50	.55	.60	1.00	1.50	2.10	3.75

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

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RETAIL SELLING PRICES—Continued

COOKERS—Fireless—Duplex—No. 25, $17.00 each; No. 30, $28.25; 35, $19.75; 50, $30.00; 55, $32.00; 60, $35.00; 70, $48.50.
Legs—Set, $3.50.
Soapstone Discs—Each, $1.75.

COOLERS, WATER—Galvanized Lined—02, $4.00 each; 03, $4.75; 04, $6.00; 06, $7.25; 08, $9.00; 010, $10.75.

COPPER—Sheet, 50c lb.; Bars, round, 40c lb.; Tubing, 47c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.			
8½ inch	2.00	6 pints	1.85
9½ inch	2.25	Tea Pots.	
10½ inch	2.35	2 pints	1.25
Coffee Pots.		3 pints	1.35
3 pints	1.35	4 pints	1.50
4 pints	1.60	Wash Boilers.	
5 pints	1.75	348	6.75
		349	7.50

COPPERS, SOLDERING—Family—
1, per set 1.50
2, per set 1.85
Tinners—
½ pound, per pair ..... .25
1 pound, per pair ..... .30
1½ pound, per pair ..... .35
2 pound, per pair ..... .45
3 to 14 pounds ..... .45

CORD—Sash. Common—Per hank: No. 6, $1.10; 7, $1.40; 8, $1.65; 10, $2.75; 12, $3.25.
Samson Spot and Silver Lake—Per hank: No. 6, $1.75; 7, $2.50; 8, $2.85; 10, $4.75; 12, $5.75.
Wire, Galvanized—Per foot: 1/16", 2½c; 3/32", 3c; ⅛", 3½c; 3/16", 4½c; 7/32", 5c; ¼", 6c.

CORD, TINNED PICTURE—No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c: Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $2.00; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.25 each; 2, $4.25; 3, $7.00; 4, $14.00; 5, $20.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.50.
Trimo—No. 1, $3.50; No. 2, $4.75; No. 3, $8.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, Nos. 35 and 50—6-inch, 65c; 7-inch, 75c; 8-inch, 80c; 10-inch, $1.10; 12-inch, $1.35; 14-inch, $3.50.
Wing Ext. No. 1—6-inch, $1.15; 7-inch, $1.25; 8-inch, $1.35.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	1.30	10x12	1.70
8x10	1.30	12x15	3.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS, SCREEN—

No.	2-6x6-6	2-8x6-8	2-10x6-10	3x7
241, Common, ⅞-in. thick	2.20	2.30	2.45	2.55
296, Painted black, 1⅛	2.45	2.55	2.70	2.85
311, Varnished, 1⅛	3.40	3.55	3.70	3.85
381, Varnished, 1⅛	3.60	3.75	3.90	4.00
315G, Var., 1⅛, Gal. Cl.	4.15	4.30	4.50	4.75

DRILLS—

Goodell-Pratt Bench Drills— No.	Each.	No.	Each.
8	7.50	279	18.25
8½	9.50	Millers Falls Breast Drills—	
9½	14.00	12	6.25
10½	24.00	87	12.00
490½	20.00	97	13.75
1008	16.50	99	6.75
1005	26.50	112	3.75
11	22.00	212	4.50
Goodell-Pratt Breast Drills—			
6	5.85	245	5.00
07	5.50		
Drill Presses—Millers Falls			
20	11.00	28	7.50
21	15.00	210	15.00
22	5.00		

EL AN GE OR ROYAL ENAMEL WARE

Biggins, Coffee	
10	1.00
920	1.15
930	1.25
Boilers, Coffee	
60	1.10
80	1.50
100	2.50
Boilers, Rice	
14	1.00
18	1.25
22	1.65
26	2.25
Bowls, Wash	
26	.25
30	.35
34	.50
Buckets, Covered	
21	.45
23	.65
26	1.00
28	1.25
32	1.75
150	.50
350	.70
450	.80
650	1.00
850	1.45
1050	1.65
1250	1.95
Buckets, Dinner	
110	1.75
112	2.10
113	2.50
502	1.75
503	2.00
Chambers	
1	.45
2	.65
3	.70
Chamber Covers	
1C	.25
2C	.30
3C	.35
Colanders	
1	.55
3	.80
104	.50
306	.80
Cups	
3 (Mug)	.35
6	.25
8	.20
9, 10, 11, 25	.25
40	.35
Cups and Saucers	
300	.35
300S	.20
Cuspidors	
10	.45
30	.65
300	1.10
Dippers, Cup	
10	.35
Dippers, Windsor	
110	.35
Dippers, Suds	
4	.55
Dishes, Soap	
50, 60	.30
Fillers, Fruit Jar	
20	.25
Flasks, Coffee	
10	.55
Funnels, Pierced	
01	.25
03	.35
05	.50
06	.65
Kettles, Convex	
03	.60
05	.80
08	1.10
010	1.25
014	1.65
020	2.35
Kettles, Lipped Preserving	
14	.30
18	.45
22	.55
26	.70
30	.95
36	1.35
40	2.00
50	3.00
Kettles, Milk	
71	.65
73	1.00
74	1.25
Kettles, Tea	
30	.85
50	1.00
70	1.25
90	1.75
100	2.00
160	1.25
180	1.65
190	2.00
Ladles, Deep	
100	.25
120	.35
111	.30
Measures	
02	.35
04	.50
06	1.10
11 Graduated	.65
Pails, Chamber	
2	1.35
40	2.50
Pails, Water	
110	1.10
114	1.50
Pans, Bed	
1	2.50
Pans, Douche	
2	2.00
Pans, Bread	
11	.40
13	.60
Pans, Cake	
9	.20
10, 69, 70	.30
200	.45
Pans, Corn Cake	
706	.65
709	.75
712	1.00
Pans, Muffin	
406	.55
412	1.00
Pans, Deep Pudding	
50	.20
150	.25
300	.30
500	.40
800	.50
1000	.65
Pans, Dish	
15	1.25
80	.80
140	1.00
210	1.35
300	2.10
400	3.25
Pans, Rinsing	
08	.75
014	1.00
017	1.15
Pans, Lipped Fry	
30	.35
32	.45
34	.55
36	.65
Pans, Milk	
0	.25
11	.20
20	.30
40	.35
60	.50
100	.60
120	.75
Pans, Convex Sauce	
02	.50
04	.70
06	.85
010	1.35
012	1.50
Pans, Combination Sauce	
1D	1.75
10T	2.75
Pans, Lipped Sauce	
10	.25
14	.35
18	.40
24	.55
28	.80
Pans, Straight Sauce	
250	.55
450	1.05
650	1.30
850	1.40
Pans, Stew	
3	.40
5	.50
6	.65
Pans, Oblong Stove	
04	.40
100	.45
300	.65
350	.85
450	1.10
550	1.40
Pans, Square Stove	
110	.80
112	.95
114	1.25
116	1.60
120	1.85
Pitchers, Molasses	
601	.70
Pitchers, Water	
2	1.10
4	1.35
5	1.10
10	1.25
Plates, Deep Pie	
39	.25
40	.30
Plates, Shallow Pie	
27	.25
30	.25
Plates, Dinner	
20	.25
Pots, Fireless Cooker	
1450	1.90
1850	2.75
Pots, Coffee	
2½	.50
5	.60
25	.80
45	1.00
Pots, Tea	
00	.55
0	.65
20	.80
011	.60
101	.80
102	.90
Pots, Straight Sauce	
018	.85
022	1.10
026	1.65
030	2.50
Pots, Soup Stock	
318	14.25
336	20.00
218	6.25
236	10.25
Roasters	
150	2.50
180	3.25
Skimmers, Flat	
12	.30
Spoons, Basting	
10	.20
14	.20
18	.25
Steamers	
7	1.50
8	1.75
Steepers, Tea	
3	.70
Tubs, Oval Foot	
0	1.15
2	1.65
4	3.00
Turners, Cake	
14	.25

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RETAIL SELLING PRICES—Continued

Hand Drills—Millers Falls

1	3.50	105	3.75
2	5.00	303	3.00
3	3.50	306	5.50
5	3.75	343	4.00
98	5.75	980	5.75
		1980	5.75

Chain Drills—Goodell-Pratt

307	4.50	318	7.00
316	4.50	1500	6.80
317	5.50		

Yankee Automatic

41	2.50	44	3.25
42	2.00	40	3.00

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points

Set of 8, $7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1/16	.17	....	....	....	.10	....
1/8	.20	.30	.30	....	.15	.30
3/16	.25	.30	.40	....	.15	.30
1/4	.30	.40	.45	.90	.20	.40
5/16	.40	.45	.50	1.00	.25	.45
3/8	.45	.50	.60	1.10	.30	.50
7/16	.55	.60	.65	1.15	.45	.60
1/2	.70	.75	.70	1.20	.60	.75
9/16	.80	.85	.75	1.25	...	.85
5/8	.90	1.00	.80	1.30	...	1.00
11/16	1.10	1.10	.90	1.35	...	1.10
3/4	1.25	1.20	1.05	1.40	...	1.20
7/8	1.50	1.60	1.30	1.85	...	1.60
1	1.85	2.10	1.50	2.30	...	2.10
1 1/8	....	....	....	2.75	...	2.70
1 1/4	....	....	....	3.25	...	3.30
1 3/8	....	....	....	3.75	...	3.90
1 1/2	....	....	....	4.25	...	5.10

Sebco Four Point Star, Brick and Concrete—

	1/4	3/8	1/2	5/8	1	1 1/4	1 1/2	2
12-inch	.40	.40	.45	.65	1.30	2.25	4.50	
18-inch	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch	.65	.65	.70	1.00	1.20	1.75	2.80	5.25

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—

E940	18.00
E9850	16.00

Grills—

E982	11.50
E984	12.50

Heaters, Immersion —

E970	5.25

Irons, Curling—

E9901	6.25
E99011	6.75

Irons, Pressing—

E901	7.50
E902	6.75
E905	6.75
E9023	6.25
E9035	6.75
E9051	7.50

Pads, Heating—

E9940	10.00

Percolators—

E9435	13.50
E9437	15.00
E9439	16.50
E9635	11.75
E9637	13.00
E9039	14.50
E9646	17.50
E9649	19.50
E9676	10.00

Ranges, Table—

E9841	22.00

Stoves—

E998	9.00
E997	9.00
E9960	8.00

Toasters—

E945	7.50
E946	6.75

Urns, Coffee—

E916	17.00
E919	18.50
E9136	15.00
E9146	19.50
E9149	21.50
E9166	22.50
E9169	25.00
E9176	16.00
E9179	17.50
E9166044	42.25
E9169044	44.75

Vacuum Cleaners—

E701	39.50
Attachments	10.50

Hot Point Goods—

Chafing Dishes—No. 20501, $10.00 each; 20502, $19.00; 20508, $22.50.

Grills—116G1, $11.50 each; 136G1, $13.50; 20101, $10.50.

Heaters, Air—No. 30403, $11.00 each; 30404, $13.00; 30603, $32.50; 30604, $44.00; 116A4 (Hedlite), $11.00.

Heaters, Immersion—No. 113W16 (50301), $5.25 each; 115W16 (50202), $6.25; 115W17 (50203), $7.25.

Irons, Curling—No. 112L5, $7.25 each; 112L6, $6.50.

Irons, Pressing—No. 113F12 (11103), $7.95 each; 113F22 (11203), 3 lb., $6.25; 115F5 (11205), 5 lb., $6.95; 115F17 (11206), 6 lb., $6.95; 11307, $8.75; 11308, $9.25; 11310, $11.00; 11312, $15.50; 11315, $17.00.

Pads, Heating—No. 114Q3 (50142), $9.00; 114Q4, (50151) $10.25.

Ovens—No. 40701, $6.50; 40201, $25.00.

Percolators—No. 20611, $10.00; 20620, $12.00; 20621, $13.00; 20622, $17.50; 20650, $18.00; 114P18 (20651), $23.00; 114P17 (2652), $25.00.

Stoves—No. 116D1, $10.00; 136D1, $11.50; 20301, $7.00; 20302, $7.25; 40101, $7.50; 40102, $9.25; 40103, $13.00; 40104, $15.00; 40105, $17.50.

Toasters—114T5, $6.75; 115T1, $8.50.

Vacuum Cleaners—122V2, $45.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

Anylites	1.35

Ammeters—

Ever Ready	1.25
Readrite	1.00
Volt	1.15

Bells, Door—

2 1/2-inch	.85
3-inch	1.00
Buzzers	.85
Chain, Fixture	.25
Cleats, Porcelain	.05

Cord—

	Ft.
Heater No. 16	.12 1/2
No. 18	.10
Lamp No. 18, G. & Y.	.04
No. 18, Par Silk	.07 1/2
No. 20, Par Silk	.06
No. 18, Tw Silk	.07
No. 20 Tw Silk	.05
1-64 Single Fixture	.03
No. 18 Reinforced	.10

Fans—

Menominee, 500-9-in.	12.00
Robbins-Meyers—	
8-inch non-osc.	12.50
9-in. non-osc., 3 sp.	19.50
9-in. osc., 3-speed	24.50
12-in. non-osc., 3-sp.	29.00
12-in. osc., 3-speed	37.00

Fuses—

	Each.
Plug, 6 to 30 amp	.12 1/2

Knobs—

	Each.
Porcelain, 5 1/2 Solid	.03 1/2
Nailit, 5 1/2 Split	.05

Lamps—

Nilco-Mazda type	List
Mazda Auto	List
Hylo Tungsten	1.00
Hylo Carbon	.75

Lamp Guards —

No. 1425 Loxon	.45
No. 107 Neverbreak	.35
No. 44 Portable	3.25
No. 48, Portable	2.75

Loom—

	Ft.
"Duraduct" 7-32 in.	.06
1/4 inch	.08

Plates, Switch—

	Each
Single gang	.25
Two gang	.50
Receptacle	.60

Plugs—

	Each
Benjamin 2-way	1.35
Benjamin 3-way	1.75
Twinlite 2-way	1.20

Attachment —

	Each
903 Benjamin	.30
2500 Chelton	.40
4 Mueller	.20
Fitzall w-o spring	.65
Fitzall spring	.75

Push Buttons—

	Each
Wood	.20
Dull Brass	.25
Pearl Button	.50
White Button	.45

Receptacles—

	Each
Flush	.45
Arrow E	.60
Cleat	.25

Rosettes—

Concealed, 2-pc.	.30
Cleat, 2-pc.	.30
Cleat, 1-pc.	.20

Shades—

Tin Flat, 8-inch	.25
Tin Flat, 10-inch	.35
Cone, 8-inch	.40
Cone, 10-inch	.45

Shade Holders—

2 1/4-inch Acme	.10
2 1/4-inch Uno	.20

Sockets, Key—

Freeman DB	.30
Arrow E DB	.30
Freeman Nic.	.60
Arrow E Nic.	.65

Sockets, Pull Chain—

Freeman DB	.60
Arrow E DB	.65
Arrow E. Nic.	.75
Levolier DB	.65

Sockets, Keyless—

Freeman DB	.30
Arrow E DB	.30

Staples—

	Pkg.
Insulated, 3/4-inch	.30

Switches—

	Each
Snap	.40
Push	.40
Battery S. F. S. T.	.40
Battery S. P. D. T.	.60
Battery D. P. S. T.	.65
Battery D. P. D. T.	.90

Tape—

	Lb.
Friction, 1 oz. to 1 lb.	.80
Rubber, 1/8 lb. to 1 lb.	.80

Tubes—

	Each
Porcelain, 5-16x3-in.	.03

Transformers—

	Each
Arrow	1.75
Jefferson Jr.	1.75

Wire, Rubber Covered—

	Ft.
No. 10	.02 1/2
No. 12	.02
No. 14	.01 1/2

Weather-proof—

	Lb.
No. 10	.40
No. 12	.40
No. 14	.25

Bell Wire—

	Ft.
No. 18, Single	.03 1/2

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels

FASTENERS—Casement, steel, all numbers 20c; bronze, 40c.

SASH—Bronze: No. 257, 40c; No. 382, 50c; No. 815, 40c; No. 1831 1/2, 85c.
Steel or cast iron: No. P668, 10c; Nos. 800, 254, 15c; Nos. 334, 500, 20c; No. 324, 25c.

FAUCETS—Cork Lined—

7-inch, each	.15	8-inch, each	.20
		9-inch, each	.25

FENCE, POULTRY—10-rod rolls:

	24"	36"	48"	60"	72"
Banner	4.75	6.00	7.00	8.25	9.50
Blue Ribbon	5.00	6.25	7.50	8.75	9.75
Ideal	3.75	4.85	6.50	8.00	9.75
Union Lock	4.00	4.50	5.75	6.75	7.25

FIBRE WARE—Keelers—No. 2, $3.00 each; No. 3, $2.50.
Measures—1-qt., $1.75; 2-qt., $2.25.
Star Pail—12 qts., 90 cents.
Spittoons—No. 2, $1.75; No. 3, $1.50.
Tubs—No. 1, $6.25; No. 2, $5.50; No. 3, $5.25.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
1/8 inch	1.25	.25	1/8 inch	3.50	.20
3-16 inch	1.50	.30	3-16 inch	4.50	.25
1/4 inch	2.00	.35	1/4 inch	5.75	.30
5-16 inch	2.25	.40	5-16 inch	6.75	.30
3/8 inch	2.75	.50			
1/2 inch	4.50	.75			

FILES—

Length, inches—	3-3 1/2	4	4 1/2	5	5 1/2	6	8	10
Band Saw, Slim	...	.20	...	.20	...	.30	.30	.50
Knife, Bastard	....	.30	....	.35	....	.40	.45	.55
Regular Taper	.... .15	.15	.15	.15	.20	.20	.30	.45

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RETAIL SELLING PRICES—Continued

FILES—Continued.

Slim Taper	.15	.15	.15	.15	.20	.20	.25	.40
Warding, Bastard	...	.25	...	.25	...	.30	.35	...
Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard	.25	.30	35	40	.50	.65	.85	1.10
Mill Bastard	.20	.20	.20	.30	.35	.40	.60	.80
Round Bastard	.20	.20	20	25	.30	.40	.60.	80
Square Bastard	.20	.25	.25	.30	.40	.55	.75	1.00

FIRE EXTINGUISHER—Pyrene Phomene—Charge and hook, $25.00 each. Quantity discounts: 2 to 5, 25%; 6 to 11, 30%; 12 or more, 33⅓%. Phomene Recharges, $1.75 each.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2631, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Blb, ea.	1.15	1.85	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Blb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	3472	3573	3475	3475B	3577	3577B	3579
Complete, ea.	$1.00	$1.25	$1.25	$1.35	$1.50	$1.65	$1.90
Case & Blb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Ch. Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each $1.00 $1.10 Battery only, each $ .25
Case & Blb., ea. .75 .85
Battery only—

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.85; 2½-in., $1.85; 3-in., $2.25; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.95; No. 151 Chicago, $17.65. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $7.50; 95 double harpoon, $4.65; 96 double harpoon, $9.50; 97 double harpoon, $5.50; 98 double harpoon, $9.50. Grapple, No. 99 (4 tines), $17.50; No. 100 (6 tines), $20.00. Jackson Patterns, 4 ft., $22.50; 4½ ft., $24.00; 5 ft., $28.00.

FREEZERS—Arctic—

1	3.20	4	6.60
2	3.75	6	8.40
3	4.50	8	10.75
4	5.50	10	14.50
6	7.00	12	17.25
8	8.60	15	20.50
Toy	2.75	20	26.50
3	5.40		

White Mountain		Acme	
1	3.90	2 Qt., Tin or Gal., doz.	12.00
2	4.50	4 Qt., Tin or Gal., doz.	20.00

FROES — Special — Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common — Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil—
Stebbins: No. 1, 45c; No. 2, 50c; No. 3, 60c; No. 4, 70c; No. 5, 80c.
Lock Fast: ½-inch, 75c; ¾-inch, 85c; 1-inch, $1.00; 1¼-inch, $1.15; 1½-inch, $1.35; 2-inch, $1.85. 1½-inch, 50c; 2-inch, 50c.
Perfection—½-inch, 65c each; ¾-inch, 80c; 1-inch, 90c; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.65.
Enterprise, Self Measuring—No. 61, Faucet, $9.00.

GAUGES—Marking:
Bit—No. 1, 35c; No. 49, $1.00.
Butt—Stanley—No. 92, $2.50; No. 93, $1.75; No. 94, $1.75. Goodell—No. 227, $2.00.
Chamber—No. 44, $2.50.
Chisel or Blind Nail Tool—No. 96, 35c.
Drill—Twist, No. 119, $3.75; Jobbers, No. 120, $5.75.
Hatchet—No. 8, 20c.
Marking and Mortise—No. 61, 20c; No. 62, 30c; No. 65, 35c; No. 71, 90c; No. 72, $1.10; No. 77, $1.50; No. 90, 70c; No. 98, $1.75.
Panel—No. 85, 50c.
Plane—Perfection, No. 88, $2.50; Stanley, No. 386, $2.75.
Altitude Gauges, $5.35.
Steam Gauges, 4½ in face I. C., $5.85.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent; Double Strength, 80 per cent.

Extras for Putting in Glass—	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard		Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	...
24	...	.80	1.00	...	...

GLOBES — Lantern — Cold Blast — Plain, 35c each; Bullseye, 40c; 2 Plain, 20c; 2 Bullseye, 40c; 2 Ruby, 40c.
Railroad—Clear, 25c each; Green or Red, 50c.
Tubular — Cadet, 20c; 0, Plain, 25c; 0, Ruby, 40c; 0, Bullseye, 35c; 0, Wizard, 20c; Dietz Jr., Plain, 20c; Dietz Jr., Bullseye, 30c; Beaconlight, $1.50.

GLUE—Dry—Common, 30c lb.; Cabt., 35c; White, 45c.
Imperial Liquid—

Size—	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Sizes—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, Doz.	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Bucks, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.00; ⅜-inch, $1.00; ½-inch, $1.00; ⅝-inch, $1.10; ¾-inch, $1.20; ⅞-inch, $1.25; 1-inch, $1.35; 1¼-inch, $1.50; 1½-inch, $1.75; 1¾-inch, $1.85; 2-inch, 2.00.
Witherby, Socket Firmer, Outside Bevel—No. 320—¼-inch, $1.15; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.35; ⅞-inch, $1.50; 1-inch, $1.60; 1¼-inch, $1.75; 1½-inch, $2.00; 1¾-inch, $2.25; 2-inch, $2.25.

Firmer, Standard Socket, P. S. & W.—			
¼-inch, each	$1.35	1¼-inch, each	1.80
⅜-inch, each	1.40	1½-inch, each	2.00
⅞-inch, each	1.50	1¾-inch, each	2.20
1-inch, each	1.60	2-inch, each	2.50
Inside Bevel, P. S. & W. No. 12—			
½-inch, each	$1.25	1¼-inch, each	1.80
⅝-inch, each	1.35	1½-inch, each	2.00
¾-inch, each	1.40	1¾-inch, each	2.20
1-inch, each	1.50	2-inch, each	2.50

GALVANIZED WARE

Boilers, Wash

227	2.25
228	2.35
229	2.50

Bowls, Wash

7	.25
7½	.30

Buckets, Fire

314	.55

Buckets, Well

101 10 qt.	.50

Cans, Garbage Smooth

200	1.00
300	1.15
400	1.35
500	1.85
600	2.25
700	2.50

Corrugated

2	1.00
3	1.15
4	1.35
5	1.85
6	2.25
7	2.50
8	4.75
9	6.50
10	8.00
80	6.25
90	7.50

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	1.85
501	.50
505	1.85
605	1.75

Cans, Oil

0	.45
02	.75
15	.50
25	1.75
105	1.25
205	1.65

Canteens, see page 154.

Dippers, Laundry

525 (4-qt.)	.50

Hods, Coal

615	.70
616	.75
617	.80
618	.90

Pails, Cement

14	1.35
114	1.75

Pails, Chamber

8-qt.	.75
10-qt.	.85
12-qt.	.90

Pails, Stock

14	.55
16	.60
18	.70
20	.75

Pails, Water

8	.30
10	.35
12	.40
14	.45
16	.50

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.55
2	.65
3	.80
4	1.25

Pots, Watering

514	.90
516	1.00
518	1.15
520	1.35
522	1.50
526	1.85

Tubs, Foot

51	.70
52	.75
58	.90

Tubs, Wash

A	.65
B	.70
0	.75
1	.95
2	1.10
3	1.25
10 S	1.35
20 S	1.60
30 S	1.75

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RETAIL SELLING PRICES—Continued

GRAPHITE — Dixon's Flake, per can — 1's, 85c; 5's, $3.75; 10's, $7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans. 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, $1.90; 25 lb. can, $4.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	7.50
40 to 200 lbs.	7.50
Over 200 lbs.	7.75
Fixtures and Axle—	
15 inch	1.15
17 inch	1.20
19 inch	2.25
Mounted—Auto—	
No. A120, Size 1	14.75
No. A130, Size 2	18.00
No. 140, Size 3	11.25
Bi-Treadle	18.50

Empire Power	36.00
Samson—	
No. S155, Size 2	11.25
No. S160, Size 2	9.75
Sterling, No. T100	14.25
Bushed—	
No. 1—100-110 lbs.	8.25
No. 2—70-80 lbs.	6.75
No. 3—40-50 lbs.	5.50
Family—	
8-inch	3.75
10-inch	4.50
12-inch	5.50

HACKSAW BLADES—

Lenox, Power—			
Lgth.	Wdth.	Lt.	Heavy.
8"	9-16	.90	...
10"	⅝	1.15	...
10"	¾	1.35	1.95
10"	1	...	2.45
12"	⅝	1.35	...
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	...
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.30	...

17"	3.25	4.15
Hand Lennox, Starrett, Victor Star—		
Length	Each.	Doz.
8-inch	.10	.75
9-inch	.10	.80
10-inch	.10	.90
11-inch	.10	1.00
12-inch	.15	1.10
Hand, Starrett, Victor, Star—		
8-inch	.10	.70
9-inch	.10	.75
10-inch	.15	.85
12-inch	.15	1.00

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.35; 1027, $3.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vaughan & Bushnell Mfg. Co.—Adze Eye Nail:

No.	1	1½	2	11	11½	12	12½	13	14
Price	$1.75	$1.65	$1.50	$1.75	$1.65	$1.50	$1.50	$1.50	$1.40

Ripping, V. & B.—No. 11, $1.75; No. 11½, $1.65.
V. & B. Uncle Sam Tradesman's—No. 999, $2.25.
Ball Pein, V. & B., Polished—

No.	7/0	5/0	4/0	3/0	2/0	0	1	2
Price	$1.00	$1.05	$1.05	$1.05	$1.10	$1.15	$1.25	$1.35

No.	3	4	6	8
Price	$1.45	$1.50	$1.65	$2.00

V. & B. Uncle Sam Supersteel—

No.	31	31½	41	41½	42	42½
Price	$2.25	$2.25	$2.25	$2.25	$2.25	$2.25

HAMMERS—
Claw — Stanley: Nos. 12, 12B, 22 — 5-oz., $1.65; 7-oz., $1.75; 10-oz., $1.80; 13-oz., $1.85; 16-oz., $2.00; 20-oz., $2.25.
Engineer's, Plumb's—No. 261, $1.35; No. 262, $1.50; No. 263, $1.65; No. 264, $2.00.
Machinist's Ball Pein, Plumb's—No. 18, 60 cents; No. 370, 85 cents; No. 371, 90 cents; No. 372, 90 cents; No. 373, 95 cents; No. 374, $1.00; No. 375, $1.10; No. 376, $1.15; No. 377, $1.25; No. 379, $1.35; No. 381, $1.65.
Riveting, Plumb's and Stanley No. 147 — No. 250, 4-oz., $1.00; No. 251, 7-oz., $1.00; No. 252, 9-oz., $1.10; No. 253, 12-oz., $1.15; No. 254, 15-oz., $1.20; No. 255, 18-oz., $1.45; No. 256, $1.55.
Prospector's Pick, Plumb's—No. 470, $2.75; No. 471, $4.85.
Brick, Plumb's—No. 461, $2.00; No. 462, $1.75; No. 3154, $1.15; No 3155, $1.35.

Riveting—	
Plumb's, Stanley No. 147—	
250, 4 oz.	1.00
251, 7 oz.	1.00
252, 9 oz.	1.10
253, 12 oz.	1.15
254, 15 oz.	1.20
255, 18 oz.	1.45
256	1.55

Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—
Hammer—1st quality, each, 25c; 2nd quality, 20c; Octagon, 25c; Maydole, 20c. Machinists'—12 to 14-inch, each, 25c; 16-inch, 25c; 18-inch, 30c; 20-inch, 30c; 22-inch, 35c; 24-inch, 40c. Riveting—12-inch and 13-inch, each, 20c.
Hatchet — Box, 13¼-inch, each, 20c. Broad — 16-inch, 20c; 17-inch, 25c; 18-inch, 25c. Claw, each, 20c; Derrick, 18-inch, each, 25c; Lath, 13-inch, each, 20c.
Hoe: Garden—Shank, 4½-foot, each, 40c; Socket, 4½-foot, 40c. Meadow — Socket, 5½-foot each, 60c. Mortar — Shank, 6-foot, each, $1.00; Socket, 6-foot, $1.00. German, 4½-foot, each, 65c. Planters'—2x5, each, 75c; 2⅛x5, 80c; 2¼x5, 85c.
Maul—Post, each, 50c; Woodchoppers' 60c.
Mop—No. 5, each, 35c; 7, 20c; 8, 30c; 10, 45c; 75, 80c.
Pick: Drifting—1st quality, each, 85c; 2nd quality, 70c. Surface—1st quality, each, $1.00; 2nd quality, 85c.
Rake—6-foot, each, 65c.
Sad Iron: Mrs. Potte—No. 10, 20c; No. 20, 30c. Enterprise—No. 10, 40c.
Saw, Cross Cut—No. 6, 60c; No. 9, $1.00; No. 11, 60c.
Saw, Hand—Panel and Rip: No. 2—35c. No. 7—22-inch, 50c; 26-inch, 55c; 28-inch, 65c. No. D8—24-inch, 85c; 26-inch, 90c; 28-inch, $1.00. No. 12—24-inch, $1.15; 26-inch, $1.25; 28-inch, $1.35. No. D23—26-inch, $1.00.
Saw, One Man—No. 14, 40c; No. 16, 45c.
Scoop, D. H. — XWSC, 75c; XCHB, 75c; XCH, 75c; XCDS, $1.15.
Shovel and Spade, D. H.—XWSH, XWSHR, XWS, 75c; D Tops—100, 35c; 104, 45c.
Shovel and Spade, L. H.—XSC 4½, 60c; AXSC 4½, 60c; XSC M4, 45c; SSXC 4, 55c; XSP 4½, 60c.

Sledge—	24"	26"	28"	30"	32"	34"	36"
1 Quality	.40	.50	.55	.60	.65	.70	.75
2 Quality	.35	.40	.40	.45	.50	.55	.60

HANGERS, BARN DOOR—

Flat Track—	
No., Brand.	Pair.
5, Myers	2.25
25 Myers Garage Set.	3.00
11, Lanes	2.15
11½, Lanes	2.65
13, Lanes	4.50
25, Lanes	1.50
80, Lanes	1.50
40, Lanes	1.75
93, Lanes	1.75
38-1, Richards	1.75
43, Richards	1.25
248, Richards	1.85
Round Track—	
50, World's Best	2.25
Twentieth Century	2.25
Reliable 1	1.85
Reliable 2	2.25
Reliable 3	5.95
Tubular Track—	
Cannon Ball—	
384, pair	2.25
440, pair	2.75

507, pair	2.75
715, pair	2.00
734, pair	2.25
736, pair	2.75
800, set	12.80
932, pair	2.75
Extras—Brackets—	
680, each	.20
682, each	.25
683, each	.25
696, each	.85
698, each	.85
803, each	.85
712, Curve	.25
716, Angle	.45
Trolley Track—	
120 Co., 20½ Rl., pair,	.66
122½ Co., 29V Rl., pr.,	.71
195A, Coburn's	4.75
195B, Coburn's	6.75
24-2, Richards	3.25
120, Richards	7.00
150, Richards	8.00
1D, Johns	6.00
11S, Richards	3.50
11D, Richards	7.00
12S, Richards	4.00
12D, Richards	8.00
15S, Frisco	3.00
15D, Frisco	6.00
140-1, Richards	4.00

HANGERS, HOUSE DOOR—

No., Brand.	Each.
101, Lanes	11.25
101½, Lanes	5.50
105, Lanes	8.75
105½, Lanes	4.35
5S, Prouty	4.35
5D, Prouty	8.75
1S, Johns	3.00

Trolley: Richards—
16 S — Opening 3 feet, per set, $5.75; 3½ feet, $6.00; 4 feet, $6.50; 4½ feet, $6.75; 9 feet, $7.25; 6 feet, $8.50.
16 D — Opening 9 feet, per set, $11.00; 5½ feet, $11.25; 6 feet, $11.50; 6½ feet, $11.75; 7 feet, $12.00; 8 feet, $12.50; 10 feet, $14.25.
19 S — Opening 3 feet, per set, $4.75; 3½ feet, $5.25; 4 feet, $5.75; 4½ feet, $6.00; 9 feet, $6.25; 6 feet, $7.50.
19 D — Opening 9 feet, per set, $9.50; 5½ feet, $9.75; 6 feet, $10.00; 6½ feet, $10.25; 7 feet, $10.50; 8 feet, $11.00; 10 feet, $12.50.
132 S — Opening 3 feet, per set, $6.25; 3½ feet, $6.75; 4 feet, $7.25; 4½ feet, $7.75; 9 feet, $8.25; 6 feet, $9.50.
132 D — Opening 9 feet, per set, $12.50; 5½ feet, $12.75; 6 feet, $13.00; 6½ feet, $13.25; 7 feet, $13.75; 8 feet, $15.00; 10 feet, $17.00.

135, 1	3.50	9, Midget	.60
135, 2	5.00	90T, Midget Track	.15

HANGERS—Track for same—
BARN DOOR —
Cannon Ball, per ft., 35c.
Coburn—1, 35c; 2½, 50c; 11, sect., $5.25; 12½, sect., $8.00.
Richards—31, 45c; 33, $1.00; 50, 20c; 61, 13c; 63, 16c; 243-2, 25c.
Lane—3/16x1", 13c; 5/16x1", 25c; hinged, 20c.
Meyers—Stay-on, 15c.
World's Best—With brackets, 25c.
Prouty—5, 20c.
Twentieth Century—30, 22½c.

HOUSE DOOR—
Prouty—5, 20c.
Lane—3/16x1¼, 20c.
Richards — 9, 12c; 132, 65c; 16, 19, 50c; 150, 20c; 221, 65c.

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 36, 6-in., each, 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.
S. C. 912—3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.
1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.
Lock—20, Prouty, 75c each, 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 20c each; 4½-in., 25c; 6-in., 35c; SC915, 3-in., 30c each; 4½-in., 40c; 6-in., 60c; 941J, 60c.

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RETAIL SELLING PRICES—Continued

HATCHETS—Box—San Diego Pat., Underhill, $3.25 each; Seattle Pat., Underhill, $3.50; 96, Hunt's, $2.50; 401, Sayre's, $2.25; 3010, Plumb's, $2.50; 3011, Plumb's, $2.50.
Broad—1, Hunt's, $1.75; 2, Hunt's, $2.00; 3, Hunts, $2.25; 4, Hunt's, $2.50; 5, Hunt's $2.75; 2, Kelly's, $1.50; 3, Kelly's, $1.75; 4, Kelly's, $2.00; 1, Plumb's, $1.75; 2, Plumb's, $2.00; 3, Plumb's, $2.25; 4, Plumb's, $2.50; 5, Plumb's, $2.75.
Claw—1, Hunt's, $1.65; 2, Hunt's, $1.75; 3, Hunt's, $1.85; 1, Keen Ridge, $1.50; 2, Keen Ridge, $1.65; 1, Kelly's, $1.25; 2, Kelly's, $1.25; 93, All Steel, $1.10; 1, Plumb's, $1.65; 2, Plumb's, $1.75.
Derrick—Blood's, $2.25.
Flooring—1, Hunt's, $1.85; 2, Hunt's, $2.10; 3, Hunt's, $2.35; 5, Plumb's, $2.75; 6. Plumb's, $3.00.
Half—1, Hunt's, $1.50; 2, Hunt's, $1.75.
Lathing—Hunt's, No. 1, $1.50. Underhill's, No. 40, $2.50; Regular, $3.25; Chicago, $3.25; St. Louis, $3.75; St. Paul, $3.50; California, $3.50.
Shingling—Hunt's, 1, $1.50; Hunt's, 2, $1.65; Keen Ridge, 1, $1.25; Keen Ridge, 2, $1.50; Kelly's, 1, $1.00; Kelly's, 2, $1.10; Plumb's, 2951, $1.50; Plumb's, 2952, $1.60.

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 30c. Linen—No. 012, 60c; No. 015, 70c; No. 018, 80c; No. 020, $1.00.

HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1¼-inch, 10c; 1½-inch, 15c; 1¾-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1¼-inch, 10c; 1½-inch, 10c; 1¾-inch, 15c; 2-inch, 20c.

FLOOR—

Bommer—No. 2...set,	2.75
4, 302, 602.....set,	4.25
852 .....set,	5.00
304, 604 .....set,	6.25
854 .....set,	7.50
18 .....set,	2.10
19 .....set,	3.15
268, 868 .....set,	2.75
269, 869 .....set,	3.90
318, 618 .....set,	2.40
319, 619 .....set,	3.60
Chicago—No. 8892, set,	1.50
2292, 1892 ....set,	1.75
5592, 9992 ....set,	2.00
Corbin—D, 512	1.85
R, EA, 512.....	1.85
SHA, E, 512	2.00
Katz—R, EA, 2.....	1.85
KF, SHA, E, 2.....	2.15
R, EA, 3.....	4.75
KF, SHA, E, 3....	5.25
R, EA, 3½	5.75
KF, SHA, E, 3½...	6.00
Rixon—7 .....15.00	
8 .....16.50	
10 .....18.75	
15 .....22.50	
20 .....36.00	
25 .....45.00	
30 .....53.00	
40 .....85.00	
Standard—R, EA 450.	7.00
SHA, E, 450	8.50
R, EA, 452 .....12.00	

ORNAMENTAL SURFACE "BUTTERFLY"—

1420, D2 & F—	
1¾x1¾	.25
2½x2½	.30
3x3	.35
1420, H & N—	
1¾x1¾	.35
2½x2½	.40
3x3	.45
1431, 1474, 1475, 1478, 1479, 1480, 1481, 1482 and 14331—D2 & F....	.25
SF2 & H.....	.25
J1	.25
N	.25

REFRIGERATOR—Flat—

T400, Cast Iron	.55
1404, Wrt. Brass.....	.75
1404N, Wrt. Brass....	.85
1405D2&F, Wrt. Steel	.50
1405N, Wrt. Steel....	.55
Offset—	
T402, Cast Iron.....	.60
1408, Wrt. Brass....	.65
1408N, Wrt. Brass...	.80
1409D2&F, Wrt. Steel.	.55
1409N, Wrt. Steel....	.60

SCREEN DOOR SPRING—

900	.30
R 902, EA 903.....	.40
SR, SHA, 905 & E913	.50
2100	1.10
R 2102, EA 2103.....	1.40
E 2104, SHA 2105....	1.75
D 2200	1.10
R 2202, EA 2203.....	1.40
SHA 2205	1.75

SCREEN DOOR SETS—

7	.35
1900	.40
R 1902, EA 1903....	.50
SHA 1905	.60

FLOOR—Chicago Spring—
Ajax, Dull Brass, No. 3281, $2.25. Relax, Dull Brass, No. 6281, 1½-in. to 1¾-in., $5.15; 1¾-in. to 2-in., $8.40; 1¾-in. to 2¾-in., $11.00.
Triplex, Double Acting—Japanned, 3-in., $2.40; 4-in., $3.45; 5-in., $4.10; 6-in., $5.25. Dull Brass, 3-in., $3.80; 4-in., $4.60; 5-in., $5.55; 6-in., $7.10; 7-in., $9.25.

SCREEN DOOR—Japanned, No. 3005, 85c; 505, 30c. Dull Brass, No. 3285, $1.20.
Screen Door Sets—No. 1505, Black, 45c.

SPRING—Bommer—Single Acting—Pair—

Size.	3"	4"	5"	6"	7"	8"	10"
Japanned	1.60	1.90	2.25	2.75	....	....	....
Ant. Cop., Dull Br.	2.00	2.60	3.00	3.80	....	....	....
Ant. Br., Sd., Nic..	2.85	3.40	4.00	....	....	....	....
Double Acting—							
Japanned	2.65	3.15	3.75	4.60	5.85	8.50	11.75
Ant. Cop., Dull Br.	3.50	4.25	5.00	6.35	8.25	11.75	16.00
Ant. Br., Sd., Nic..	4.75	5.65	6.85	8.25	10.60	14.50	....

New List Price of Chicago Triplex and Bommer Spring Hinges—

Single Acting—	3"	4"	5"	6"	7"	8"	10"
Japanned	3.10	3.70	4.30	5.30	....	....	....
Ant. Cop., Dull Br.	4.10	5.00	5.90	7.40	....	....	....
Ant. Br., Sd., Nic..	5.50	6.60	7.90	....	....	....	....
Double Acting—							
Japanned	5.20	6.10	7.20	8.10	11.40	16.50	22.80
Ant. Cop., Dull Br.	6.90	8.30	9.80	12.40	16.00	22.80	31.40
Ant. Br., Sd., Nic..	9.20	11.00	13.20	16.00	20.50	28.40	....

Spring, Chicago —

No. 1½, Double Acting—	
⅞ to 1	3.85
1⅛ to 1¼	3.90
1⅜ to 1½	4.65
1¾ to 2	6.75
2¼ to 2½ 18.50	

No. 3½, Blanks—

⅞ to 1	1.65
1⅛ to 1¼	2.00
1⅜ to 1½	2.35
1¾ to 2	3.85
2¼ to 2½	6.10

Wrought Brass, With Brass Screws —

	¾	1	1¼	1½	1¾	2	2¼	2½
Narrow....	.10	.10	.10	.15	.15	.20	.20	.25
Middle....	.10	.10	.15	.15	.20	.20	.25	.35
Broad.....	.10	.10	.15	.15	.20	.25	.30	.40
Desk.....	.10	.15	.20	.25	.40	.45	...	...

STRAP HINGES—

	3"	4"	5"	6"	8"	10"	12"
900, Light, Plain.....12½	.15	.20	.25	.35	.55	...	
900SC, with Screws.....15	.20	.25	.30	.40	...	...	
902, Heavy, Plain.....	.20	.25	.35	.50	.70	1.10	
902SC, with Screws.....	.25	.30	.40	.60	.85	1.25	
929, Hart's Patent.....	.30	.40	.50	.90	1.25	...	
935, Corgd., Plain.....	.20	.25	.35	.55	.80	1.15	

STRAP HINGES—Cont'd— 3" 4" 5" 6" 8" 10" 12"

935SC, with Screws.....	.25	.30	.40	.60	.90	1.30
SC1300¼, Light Galv....25	.30	.40	.55	.70	...	...
SC1302¼, Heavy Galv.....	.35	.50	.80	1.25	1.85	2.60
SC1305¼, Corgd. Galv.....	.40	.55	.85	1.50	2.10	...

TEE HINGES—

	3"	4"	5"	6"	8"	10"	12"
904, Light, Plain.....12½	.15	.20	.25	.30	.45	.60	
SC904, with Screws.....15	.20	.25	.30	.35	...	...	
906, Heavy, Plain.....	.20	.25	.35	.40	.50	.70	
SC906, with Screws.....	.25	.30	.35	.45	.65	...	
908, Extra Heavy.....	.25	.30	.40	.55	.90	1.25	
937, Extra Corgd.....	.30	.35	.40	.70	.90	...	
SC937, with Screws.....	.35	.40	.45	.75	1.00	1.45	
SC1304¼, Heavy Galv.....	.40	.55	.65	.85	1.40	...	
SC1306¼, Corgd. Galv.....	.55	.85	1.15	1.85	2.50	...	

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

HOLLOW WARE, CAST IRON: Dutch Ovens — No. 8, $3.90 each; 9, $4.35; 10, $5.25; 11, $6.35; 3, $2.00; 2, $2.50; 1, $3.00; 0, $4.25; 00, $5.85.
Gem Pans — No. 1, $1.15 each; 3, $1.00; 6, $1.15; 10, $1.35; 11, $1.15.
Griddles — No. 7, $1.05 each; 8, $1.15; 9, $1.35; 10, $1.75; 12, $1.95; 14, $2.50; 16, $3.00.
Long Griddles — No. 7, $1.85 each; 8, $2.40; 9, $3.00.
Kettles (Stove) — No. 7, round, $2.60 each; 8, $3.25; 9, $4.00; 7 (flat), $2.75; 8, $3.00; 9, $4.00.
Skillets or Spiders—No. 4, 90c each; 5, $1.00; 6, $1.05; 7, $1.15; 8, $1.20; 9, $1.50; 10, $1.80; 11, $2.25; 12, $2.65 each.
Scotch Bowls — No. 2, $1.85 each; 3, $2.15; 4, $2.50.
Waffle Irons — No. 7, $2.00 each; 8, $2.25; 9, $2.50; 7-D, $2.50; 8-D, $2.75; 11, $2.75; 12, $4.75.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 45c; 6, 50c; 7, 60c.
Griddles—No. 8, 90c each; 9, $1.10; 10, $1.25; 12, $1.50; 14, $1.75; 16, $2.00.
Skillets or Spiders—No. 7, 90c each; 8, $1.10; 9, $1.35; 10, $1.75; 12, $2.00; 07, 35c; 08, 40c; 09, 55c; 1010, 65c; 012, 75c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.45	...	.35	...
1	.40	...	.40	...
2	.35	...	.30	...
3	.30	...	.25	...
4 or 104.....	.25	...	.20	...
5 or 105.....	.20	...	.15	.75
6 or 106.....	.15	.60	.15	.60
7 or 107.....	.15	.50	.15	.45
8 or 108.....	.15	.30	.10	.40
9 or 109.....	.10	.30	.10	.35
10 or 110.....	.10	.25	.10	.30
11 or 111.....	.10	.20	.10	.25
12 or 112.....	.10	.15	.05	.20
13 or 113.....	.10	.10	.05	.15
14 or 114.....	.10	.10	.05	.10

Gate Hooks and Eyes —

Size.	1½	2	2½	3	3½	4	6
No. 40, steel..	.15	.20	.25	.30	.35	.40	.60
No. 1040, brass..	.50	.60	.75	.90	1.10	1.25	1.50

HOSE FIXTURES—Bands—Magic, ½, ¾ and 1, 2½c each; Caldwells, ½, 3c; ¾, 4c; Sherman, Brass, ½ and ¾, 10c; Galv., ½ and ¾, 5c.
Couplings—½, ⅝ and ¾-in., 20c each; 1-in., 35c; Perfect, ½-in., 35c; ¾-in., 35c; Sherman No. 10. ½ and ¾-in., 20c; Snap, 45c.
Menders—Wood, ½-in., 25c doz.; ¾-in., 25c; Sherman's, ½ and ¾-in., 10c each; Coopers, ½ and ¾-in., 15c; P. C. Perfect, ½-in., 15c; ¾-in., 15c; 1-in., 25c.
Nozzles—Mystic, 65c each; Boston, 80c; Duo, 50c; Stanley, Jr., 70c.
Sprinkler Heads—2 Blake, 45c each; 80 and 81, Thompson, 65c; 85 and 86, Thompson, 80c; 115, Thompson, 75c.

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RETAIL SELLING PRICES—Continued

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 15½c; ¾-inch, 19½c; 4-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, black, ½-inch, 17c; ¾-inch, 21c; 5-ply, red, ½-inch, 20c; ¾-inch, 22c.
Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 21c; ¾-inch, 24c; 1-inch, 35c; Electric smooth, ½-inch, 20c; ¾-inch, 23c; 1-inch, 30c; Second Grade, ½-inch, 19c, ¾-inch, 22c; Third Grade, ½-inch, 16c; ¾-inch, 19c; Fourth Grade, ½-inch, 15c; ¾-inch, 18c.

IRONING BOARDS—(See Boards, Ironing).

IRON SHEETS—Galvanized—	Cut Sheets	Full Sheets
14 to 16	.11	.10
18 to 22	.12	.11
Black Sheets—		
10 to 16	.11	.09½
18 to 24	.11	.09½
30	.12	.10
Corrugated Sheets, Galvanized—		
26 Ga.	8.75	
28 Ga.	8.00	
Rockface Siding	8.75	
Brickface Siding 28 Ga.	8.25	

IRONS, PLANE—Stanley or Bailey: Single—1¼-inch, 75c; 1¾-inch, 75c; 2-inch, 80c; 2⅛-inch, 85c; 2⅜-inch, $1.00; 2⅝-inch, $1.05. Double—2-inch, $1.20; 2⅛-inch, $1.25; 2⅜-inch, $1.55; 2⅝-inch, $1.65.
Stanley Block: Nos. 9½, 15, 18, 19, 60½, 62, 65, 65½, 131, 203, 220—50c; No. 62, $1.00; No. 101, 25c; No. 102, 30c; Nos. 110, 130, 40c; No. 140, 65c.
Wood Bench: Single—2-inch, 40c; 2⅛-inch, 45c; 2¼-inch, 50c; 2⅜-inch, 55c; 2½-inch, 60c; 2⅝-inch, 65c. Double—2-inch, 80c; 2⅛-inch, 85c; 2¼-inch, 90c; 2⅜-inch, 95c; 2½-inch, $1.10; 2⅝-inch, $1.15.

IRONS—Sad—Common, 15c lb.
Mrs. Potts—No. 50, $2.50 per set.
70, $4.00; G. Pressing, 15c lb.; T. Tailor's Goose, 20c. lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No 60, $3.00 set.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—OQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Nitrogon Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.35	.40
60 watts	.40	.45
Type C Lamps—	Clear	Frosted
50 watts	.55	.60
75 watts	.70	.75
100 watts	.95	1.00
150 watts	1.30	1.40
200 watts	1.80	1.90

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.

LANTERNS, Gasoline—
Nulite—Gasoline: No. 2, $8.00; No. 10, $9.50.

LANTERNS—Dietz Tubular—
HOT BLAST
Little Star Tin Lanterns..1.50
Hi-Lo Tin Lanterns....1.10
Victor Tin Lanterns....1.35
Monarch Tin Lanterns..1.25
O. K. Tin Lanterns.....1.50
No. 2 Royal Tin Lants..1.75
COLD BLAST
Junior Tin Lanterns....1.50
Junior Brass Lanterns..2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 1.85
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.85
D-Lite Tin Lanterns....1.65
No. 2 Large Fount Wizard Lanterns 2.10
DASH AND WAGON
Buckeye Dash Lant'ns..2.00
Junior Wagon Lant'n...2.35
Roadster Wagon Lanterns 2.35
DRIVING
Eureka Driving, plain lens 2.50
Same with optical lens..2.65
Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50
MILL
Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75
FIRE DEPT.
King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass .....
Same, Nickel-plated on Brass 6.50
WALL
No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3.15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00
STREET AND HANGING
Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00
PLATFORM
Imperial Platform Lanterns 18.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00
UNCLASSIFIED
Police Flash Lanterns...2.00
Traffic Signal Lanterns.4.85
No. 12 Display Stand and Assortment 25.00

LATCHES: Barn Door—No. 10, each, 65c; 125, $2.25; 126, $2.10; 127, 50c; 128, 50c.
Door—No. 5, each, 45c; 6, 70c; 24, 45c; 30, 20c; 101, 20c; 102, 20c; 103, 25c; 130, 25c; 1240, 75c; 1263, 45c.
Gate: St. Louis, No. 19, each, 20c; Top Spring, No. 14, each, 35c; Cast, Box — No. 7, each, 30c; 8, 30c; 9, 30c; Upright, No. 3, each, 25c; Secret—No. 01413, each, 90c; R and EA1413, $1.10. Conrad's Safety, 30c.
Night, Rim:
Corbin — No. 353, each, 85c; 356, $3.00; 356, R, EA, $3.00; 0356, $1.15; 0356, R, EA, $1.25; 374, D, $3.50; R, $3.50; 1356, D, $3.75; R, EA, $3.75.
Miller — No. 64, each, 75c; 178C, $1.10; 378, $1.10; 3781B, $1.10; 4978, $1.75.
Sargent—No. 4250J, each, $1.75.
Yale — No. 20, each, $1.15; 26, 85c; 33, $2.25; 34, $3.25; 36, $2.25; 37, $3.00; 42, $4.25; 042, $3.25; 042P, $4.00; 44, $5.00.

LATCHES—Continued.
Refrigerator — No. 091, each, 80c; 091 N, 90c; 091 S, 85c; 091 SN, $1.00; 092, $1.10; 092 N, $1.15; 092 S, $1.10; 092 SN, $1.25; 564, 35c; 574, 40c; 640, 640 S, $1.35; 640 N, 640 SN, $1.50; 607 B, 607 BS, $1.00; 607 BN, 607 BSN, $1.10.

LEAD—Bar, 15c lb.; Calking (100 lbs.), 14c lb.; Pig (100 lbs.), 13c lb.; Sheet (full), 17c lb.; Wool, 35c lb.

LEVELS — No. 86, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 87, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28-inch, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.
Wire, Twisted—50-foot, 20 gauge, 40c each; 75-foot, 20 gauge, 50c; 100-foot, 20 gauge, 60c; 50-foot, 18 gauge, 55c; 75-foot, 18 gauge, 75c; 100-foot, 18 gauge, 90c.
Wire, Solid—100-foot, 10 gauge, 85c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease	.12½	...	.85	.50	.70	1.10	2.20
Superior Cup	.20	.40	.55	.85	...	1.60	....
No. 2 Transmis'n.	...	...	...	1.10	...	1.95	....
No. 42 Transmis'n	...	...	...	1.15	...	2.10	....
Black Transmission	...	...	...	.90	...	1.55	....
Black Fibre Trans.	...	...	...	1.10	...	2.00	....
Plow Grease	.10	...	.80	.45	...	....	....

Galena Superior Oils—	½-gal. can	1-gal. can	5-gal. can	15-gal. gal.	30-gal. gal.	55-gal. gal.
Light Motor Oil	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil	.70	1.20	4.90	.96	.85	.81
Tractor No. 1	...	1.30	5.15	1.02	.91	.87
Tractor No. 2	...	1.30	5.30	1.03	.93	.89
600 Transmission	...	.95	3.50	.69	.58	.54
600 Steam Cyl.	...	1.15	4.50	.89	.78	.74
Castor Machine	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2	.55	.90	3.35	.66	.55	.51
Separator	.55	.90	3.30	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $1.00; 16x27, $1.25; 18x30, $2.10; 20x33, $2.50; 22x36, $2.50.
Cocoa Fibre, Medium—16x27, $2.50; 18x30, $2.75; 20x33, $3.50.
Steel—15½x23½, $2.00 each; 17½x30, $2.75; 21½x36, $4.00.
Steel Matting in Rolls—Per square foot, 80c.

MATTOCKS—	Each.
Short Cutter, Standard, 5½ lbs.	1.10
Long Cutter, Standard, 6 lbs.	1.10
Pick, Standard, 5 lbs.	1.00

MAULS—Post—10-lb., $1.25 each; 18-lb., $1.60; 16-lb., $2.00; 18-lb., $2.25; 20-lb., $2.50.
Ship or Top, 25c lb.
Wood Choppers—Adze or Round Eye, 20c lb.

MILLS—Cider—
Junior .....48.00 Senior 72.00
Medium .....52.00 Force Feed 82.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
O-Cedar, Handled—No. 4, small triangle, $1.00 each; No. 3, large triangle, $1.50; No. 10B, polish $1.50.
Self-Wringing—No. 10, $1.00 each.
Round—No. 1, $1.75; No. 2, $1.25.

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RETAIL SELLING PRICES—Continued

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 18, 35c each; No. 70, 85c; Janitor's, 55c each.

NAILS—Standard—All sizes, base, $4.65. 6d and larger, 7c lb.; 5d and smaller, 8c; 2d Fine Blue (Lath), 10c. 25 lb. lots, add to selling base $1.25 per keg. 50 lb. lots, 75c.

Cement Coated—All sizes, base, $3.90. 6d and larger, 10c lb.; 5d and smaller, 12c.

Felt Roofing—⅞ inch Plain, 15c lb.; ⅞ inch Galvanized, 18c.

Brads and Nails in Packages—All sizes, 40 per cent.

Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish.	O.C.Box
2d	1.45	1.65	1.70	2.00	1.65
3d	1.15	1.30	1.35	1.55	1.30
4d	.80	*1.05	1.10	1.25	*1.05
5d	.75	1.00	1.05	1.20	1.00
6d	.60	.70	.75	1.00	.70
7d	.55	.65	.70	.70	.65
8d	.30	.45	.50	.60	.45
9d	.30	.45	.50	.60	.45
10d	.20	.30	.35	.45	.30
12d	.15	.25	.30	.40	.45
16d	.10	.15	.20	.25	...
20 to 60d Base		.05	.10	.15	...

Barbed Nails advance 25c over Smooth Nails.

*Orange Box, $1.60.

2d Fine—Plain, $1.95; Extra, $1.95.

3d Fine—Plain, $1.35; Extra, $1.55.

Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE — Corrugated — Brass Plated — No. ⅛-lb., 10c each; ¼-lb., 15c.

Wrought Brass—2-oz., 15c each; 4-oz., 25c.

Hob—⅜, 30c lb.; larger, 30c.

Hungarian—Round or Cone Head—⅛-lb., 5c each; ¼-lb., 10c.

NETTING, POULTRY—Hexagon, Galvanized after weaving—

2-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	2.14	3.08	3.92	4.68
Sell Full Roll	1.95	2.80	3.55	4.25
Sell Cut (lineal foot)	.01½	.02¼	.03	.03¾
Width, inches—	36	48	60	72
List Roll	5.35	7.13	8.91	10.69
Sell Full Roll	4.75	6.40	8.00	9.65
Sell Cut (lineal foot)	.04	.05½	.06¾	.08
1½-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	3.15	4.58	5.78	6.90
Sell Full Roll	2.85	4.10	5.25	6.25
Sell Cut (lineal foot)	.02¾	.03¾	.04½	.05½
Width, inches—	36	48	60	72
List Roll	7.88	10.50	13.13	15.75
Sell Full Roll	7.10	9.45	11.75	14.10
Sell Cut (lineal foot)	.06	.07¾	.10½	.12
1-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	4.95	7.12	9.08	10.88
Sell Full Roll	4.45	6.40	8.20	9.85
Sell Cut (lineal foot)	.04	.05½	.07¼	.08
Width, inches—	36	48	60	72
List Roll	12.38	16.50	20.63	24.75
Sell Full Roll	11.15	15.00	18.60	22.25
Sell Cut (lineal foot)	.09½	.12½	.15½	.18½
¾-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	8.55	12.30	15.68	18.71
Sell Full Roll	7.75	11.10	14.10	16.85
Sell Cut (lineal foot)	.07¼	.09½	.12½	.14⅜
Width, inches—	36	48	60	72
List Roll	21.38	28.50	35.63	42.75
Sell Full Roll	19.25	25.65	32.00	38.50
Sell Cut (lineal foot)	.15½	.22½	.27	.32

NIPPERS, CUTTING—

Bernard's—	
5-inch	2.25
6-inch	2.65
7-inch	3.25
Nettleton's—	
6-inch	2.00
8-inch	2.40
10-inch	2.90
12-inch	3.10
14-inch	3.75
Utica—	
5-inch	1.00
6-inch	1.15
7-inch	1.35
4-inch	1.15
4½-inch	1.25
5-inch	1.35

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.

Hot Pressed U. S. S. Square, Tapped—Size ¼. Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.

Wing, Tapped, U. S. S.—3-16, 20c doz.; ¼, 25c; 5-16, 30c; ⅜, 40c; 7-16, 50c; ½, 75c; ⅝, $1.25.

OAKUM—Plumbers', 20c; Navy, 30c; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.

Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.

Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.

Many-use—3-oz. can, 25c.

OVENS PORTABLE—

No.	Each.	No.	Each.
Androck, complete	1.10	11	2.75
Kerogas—		13	3.50
857	6.00	111	3.50
657	7.25	113	3.75
Pinney & Boyle—		120	6.25
1	3.25	213	3.50
2	3.75	220	7.00
		313	4.25

OVENS: New Perfection—No. 121-GE, one burner, glass swing door, blue enameled door frame, $6.00; No. 122-GE, two burners, $7.50.

Puritan — Two burners, glass drop door, polished steel, asbestos lining, knockdown style, $5.75.

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 40c.

Italian Hemp—A, 1-inch, 50c.

Square Flax, braided, 50c.

Piston Spiral — Steam, high pressure, $1.50; steam or water, low pressure, $1.

Asbestos Cement—75c lb.

Wicking, Asbestos—4-oz. ball, 30c.

Cotton Candle—2-oz. ball, 10c.

PADLOCKS — Corbin—No. 958, 35c each; 2802¼, 30c; 2822¼, 40c; 2869, 75c; 2879, $2.00; 2880, $2.25; 2881, $2.50, 2883, $3.75.

Miller—No. 1, $1.25 each; 16, 20c; 16B, 35c; 16G, 25c; 18, 25c; 19, 30c; 19G, 30c; 21, 35c; 21G, 35c; 34, $1.50; 35B, 20c; 37, 20c; 41, 60c; 76, 75c; 88, 35c; 99, $1.25; 100B, 20c; 121, 40c; 125, $1.15; 180, 35c; 190, 40c; 210, 50c; 214, 55c; 221, 65c; 232, 65c; 700B, 40c; 1398, 60c; 5438, $1.00; 5438XC, $1.15; 5441, 80c; 5441XC, 95c each.

Yale—No. 223, 85c each; 225, $1.00; 453J, 30c; 453X, 30c; 563, $1.75; 565, $2.10; 585, $1.50; 635, $1.50; 645J, 65c; 803, $2.25; 805, $2.25; 805½, $2.50; 813, $2.25; 815, $2.35; 823, $2.40; 833, $3.00; 843, $3.25; 853, $3.50; 854, $2.75.

Slaymaker—No. 160, $1.75 each; 178, 45c; 179, 5c; 189, 75c; 1092, 90c; 1093, $1.10; 1098, $1.10; 1902, 55c; 1903, 60c; 1904, 75c; 3901, 75c; 3902, 60c; 3903, 45c; 4026, 20c; 4078, 75c; 6180, 25c; 9902, 70c; 9902 N. O., 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—	
1 gallon	1.45
5 gallons	1.15
Alum—Pwd., less than 100 lbs., lb.	.17
Benzine—	
New cans, cased, gal.	.60
Old cans, uncsd, gal.	.40
Coal Tar—	
5-gal. Gal.	.40
1-gal. Gal.	.55
Less 25 lbs.	.09½
Creosote—	
Gal.	.85
Distillate—	
Light, gal.	.40
Glue—	
No. 2 Gelatine	.50
Chicago White	.50
Kalsomine, White—	
Bbls., 280 lbs.	.08
Kegs, 100 lbs.	.08½
4 25-lb. pkgs., bulk	.09
25 lbs., bulk	.09
100 lbs., 5-lb. pkgs.	.09
Less 100 lbs., pkgs.	.09½
Lamp Black—Bear Brand—	
1-S, lb. pkg.	.45
½-S	.30
¼-S	.20
Linseed Oil, Boiled—	
5's Gal.	1.32
1's Gal.	1.62
½'s ½-Gal.	.90
¼'s Qt.	.50
⅛'s Pt.	.30
Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.	
Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.85
Paint, Dry Colors—	
Umber	.12
Chrome Green, Med.	
Graphite	.07
Metallic	.08
Sienna	.11
Venetian Red	.08
Yellow Ochre	.07
Painters' Petroleum—	
1-gal. Gal.	.60
Paints, Ready Mixed—1st grade, white—	
Gals. Gal.	4.40
½-gals. ½-Gal.	2.30
Quarts Qt.	1.25
Pints Pt.	.70
½-pints ½-Pt.	.40
1st Grade, Colors—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Pints Pt.	.65
½-pints ½-Pt.	.35
2d Grade, White or Colors—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Inside Floor—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Porch—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Plaster Paris—	
Less sack, lb.	.10
Putty, Bladder—	
Less than 100 lbs.	07½
Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. cans	.12½
3-lb. Cans	.09½
5-lb. cans	.09
10-lb. cans	.08½
25-lb. cans	.08
85 lb. cans	.06½
Rosin—	
Lb.	.14
Barrels, 280 lbs.	.08¼
Kegs, 100 lbs.	.09¼
100-lb. bulk	.09¼
25-lb. bulk	.09¾
Less 25 lbs.	.10¼
100 lbs., 5-lb. pkgs.	.10
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs., 5-lb. pkgs.	.10

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RETAIL SELLING PRICES—Continued

Turpentine—		5's	Gal., 1.75
Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.		1's	Gal., 2.00
		½'s	Gal., 1.10
		¼'s	Qt., .60
		⅛'s	Pt., .35

PANS—Acme Frying—

No. 00, each	.20	No. 4, each	.55
No. 0, each	.35	No. 5, each	.60
No. 1, each	.40	No. 6, each	.80
No. 2, each	.45	No. 7, each	.90
No. 3, each	.50		

PAPER, BUILDING—

Roofing—	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	....	2.50	....
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	....	3.75	....
Certain-teed	2.50	3.25	3.75
Major	2.00	2.50	3.00
Guard	1.35	1.75	2.15

Pioneer Sheathing, Gray—Per roll, 20-lb., $1.00; 25-lb., $1.25; 30-lb., $1.50.

Shingles, Slate, Red or Green—Individual (424 per square), $10.00 square. Strip or Slab (104 per square), $9.00.

Tin Caps—1¼ inch, 30c per lb.

Felt—Asphalt Saturated, $2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, $1.75 per roll; Saturated and Coated $2.75.

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B & A	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

	0	½	1	1½	2	3
Emery Paper	1.00	1.05	1.15	1.30	1.55	2.00
Emery Cloth	2.00	2.00	2.25	2.25	2.50	3.00

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	3.65	4.50	2¾x4½	5.25	7.00
2¼x4½	3.70	4.80	5	5.50	7.25
2½x4½	3.90	4.90	3x5	6.25	8.25
2¾x5	4.00	5.00			

PERCOLATORS, COFFEE—Universal—

46	3.50	74	4.50
48	4.00	76	5.00
42	3.25	79	5.75
54	3.50	714	6.50
56	4.00	464	4.75
58	4.50	466	5.25
64	4.00	469	6.00
66	4.50	474	5.25
69	5.25	476	5.75
614	6.00	479	6.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., 90c each; 6-lb., $1.00; 7-lb., $1.15; 8-lb., $1.25; 9-lb., $1.35.

Drifting—No. 1, 90c each; 2, 95c; 3, $1.00; 4, $1.15; 5, $1.25.

Poll—1, 3½ lbs., 95c; 2, 4 lbs., $1.00.

Prospecting—Std., 2471, $1.75; Maydole No. 1482, $2.25; No. 1483, $2.00.

Ice—B, 50c; C, 45c; D, 75c; Chisel, 0, 25c; 1, 35c; Chipper, 5, 50c; 93, 20c; 150, 25c; 630, 30c; 1554¾, 20c.

Drift Pick Eyes—No. 2, 3-lb., 75c; No. 3, 4-lb., 80c; No. 4, 5-lb., 85c.

PINS—Clothes—C—Common, 10c doz.; US—Spring, 15c; H—Hoyt's Spring, 20c.

PINCERS—Carpenters'—6-in., 65c; 8-in., 80c; 10-in., $1.00.

PIPE—(See Plumbing Prices, Page 169)

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.

4-inch, Japan, 40c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 20c.

Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c; 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c. 8, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS, AUTOMATIC—Colt's—A 252 (CA25), $16.50 each; A323¾ (CA32), $19.50; A3803¾ (CA380), $19.50; 3841½ (CA3841½), $36.75; 455 (CA455), $34.00.

Remington—51, $19.50.

Savage—1907, 32 Cal., $19.00; 380 Cal., $19.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Stanley—No. 1, $2.95 each; 2, $3.85; 3, $4.10; 3C, $4.25; 4, $4.35; 4C, $4.60; 4½, $5.00; 4½C, $5.35; 5, $5.00; 5C, $5.25; 5½, $5.35; 5½C, $6.00; 6, $6.60; 6C, $6.90; 7, $7.50; 7C, $7.65; 8, $8.35; 8C, $9.25; 9, $9.15; 9½, $2.25; 9¾, $2.75; 10, $6.65; 10½, $5.40; 12, $5.00; 12½, $6.60; 15, $2.10; 15½, $2.85; 16, $2.50; 17, $2.85; 18, $2.85; 19, $2.85; 20, 8.25; 24, $3.10; 25, $2.85; 26, $3.20; 27½, $3.75; 28, $4.15; 29, $4.65; 31, $4.50; 32, $5.00; 35, $3.75; 36, $4.50; 37, $5.00; 40, $2.20; 40½, 3.00; 45, $14.00; 46, $9.80; 47, 7.65; 48, $5.25; 49, $5.25; 50, $7.00; 55, $25.50; 60, $2.60; 60½, $2.35; 61, $2.25; 62, $5.65; 65, $3.15; 65½, $2.60; 71, $3.95; 71½, $3.20; 72, $4.35; 74, $10.25; 75, 75c; 78, $3.25; 85, $4.60; 90, $3.95; 92, $4.00; 93, $4.85; 94, $5.65; 95, $2.00; 97, $3.95; 98, $2.00; 99, $2.00; 100, 60c, 101, 50c; 102, 95; 103, $1.25; 110, $1.30; 112, $4.50; 118, $7.45; 120, $1.75; 130, $1.80; 131, $2.75; 140, $3.00; 146, $4.00; 147, $4.25; 148, $4.65; 171, $5.95; 190, $2.90; 191, $2.90; 192, $2.65; 203, $1.50; 212, $3.10; 220, $1.70; 278, $3.25; 289, $4.00. 444, $11.00; 602, $4.30; 603, $4.90; 604, $5.30; 604C, $5.55; 604½, $6.15; 605, $6.15; 605C, $6.45; 605½,

PLANES—Continued.

$6.75, 606, $7.85; 606C, $8.25; 607, $9.90; 607C, $9.45; 608, $10.70; 608C, $11.20.

No. 39—⅛, $2.90; 3/16, $3.20; ¼, $3.40; 5/16, $3.55; ⅜, $3.70; 13/16, $3.85; ⅞, $3.85; 1, $3.95.

Stanley Block Plane Irons—100 and 101, 15c; 102 and 103, 20c; 110 and 130, 30c; 120 and 220, 40c; 140, 50c; 9½ and 9¾, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c. 3½ inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.00. inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, $1.00.

PLATES, GAS, HOT—No. 501, $3.50 each; 502, $5.75; 503, $8.50; 702, $7.75; 703, $11.50; 722, $8.50; 723, $12.50; 1001, $2.50; 1002, $4.25.

PLIERS—Klein's No. 201—6-inch, $3.25 each; 7-inch, $3.50; 8-inch, $4.00; 9-inch, $4.75. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.00; 9-inch, $2.25; 12-inch, $2.75; 18-inch, $3.50; 24-inch, $4.00. No. 37, 12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.25. No. 37G, 12-inch, $3.75; 18-inch, $4.50. No. 34G, 4-inch, $1.65; 6-inch, $2.00; 8-inch, $2.75; 10-inch, $3.25.

Wood, Stanley or Disston—No. 00, $1.50; 0, $1.65; 2, $2.25; 3, $2.75; 8, $3.50. No. 13, 26-inch, $3.25; 28-inch, $3.35; 30-inch, $3.35. No. 15, 26-inch, $3.85; 28-inch, $4.00; 30-inch, $4.00. 30, $3.35; 35, $3.00; 45½, $4.75. No. 93, 26-inch, $4.65; 28-inch, $4.85; 30-inch, $5.00. 95, $7.75; 96, $9.25; 102, 75c; 104, $1.00.

Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, $1.00.

POKERS, STOVE—No. 100, Straight, 20-inch, 20c; 105, Bent, 20-inch, 20c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt., 40c each; 1 pint, 50c; 1 quart, 80c; ½ gallon, $1.25; 1 gallon, $2.25; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c. 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

PULLERS—Nail—Rex, $1.35 each; Rex, Jr., $1.15; Red Devil, $2.50; Morrill's, $3.00; Little Giant, $2.00.

PULLEYS—Brass Screw, No. 35, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 37, ⅝-inch, 35c.

Clothes Line—No. 30, 3½-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2½-inch, 30c; No. 67, 35c; No. 160, 2-inch, 25c; No. 6500, 5½-inch, 55c; No. 6500G, 5½-inch, 65c.

Hay Fork—No. 566, for rope, 75c; No. 1651, for wire rope, $1.85.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

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RETAIL SELLING PRICES—Continued

PUMPS—P. S.—1, $3.60; 2, $4.00; 3, $5.00; 4, $6.00.

PUTTY—Per lb., 15c.

RAIL, DOOR HANGER—See Hangers.

RAKES, GARDEN — Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—	8"	10"	12"	14"	16"
Flat Wood	.50	.70	.95	1.25	1.65
Half Round Wood	.55	.75	1.00	1.35	1.75
Half Round Cabinet	.70	.95	1.25	1.60	2.00
Horse Hellers, Plain	...	...	.45	.65	.85
Horse Hellers, Tanged	...	...	...	.80	1.10

RAZORS (SAFETY)—Eveready—

No.		No.	
700, each	1.00	706 B, 6 Blades, Pkg.	.40
2, each	3.00	706 B, 12 Blades, Pkg.	.65
Gem			
800, each	1.00	800 B, 7 Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, 5 Blades, Pkg.	.35
Durham Domino			
1, each	1.00	3 Blades, Pkg.	.30
2, each	2.00	5 Blades, Pkg.	.50
Gillette			
Old Type—		Blades—	
Brownie	1.00	6 Blades, ½ pkg.	.50
Pioneer	2.50	12 Blades, Pkg.	1.00
Pocket	3.00		
New Type —		Each	5.00
New Standard, Bostonian, Richwood, Big Fellow—		Gold Plated	6.00
		Traveler	7.50
AutoStrop			
1, 7, 8, set	5.00	254S, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1 Wood, $2.75.

REVOLVERS—

Colts, Model	Each
Pocket Positive	23.00
Police Positive Spec.	25.00
Police Positive Tgt.	27.00
Army Special	26.00
New Service	31.00
Single Action	29.00
Iver Johnson—	
Model 1900; .22, .32, or .38 —	
2½-inch	5.00
4½-inch	5.50

Hammer	Hammerless
3 $10.00	$11.00
4 10.50	11.50
5 11.00	12.00
6 11.50	12.50

Smith & Wesson —

1905 Military and Police	31.00
Regulation Police	29.00
1903 Hand Ejector	27.50
38 S. & W. Perfected	27.50
1908 Military	35.00
1911 Target—6-inch	31.50
10-inch	28.00
New Departure—	
.32 caliber	25.50
.38 caliber	27.50
1917 Army, 45 caliber	35.00

RIFLES—No. and Model—

Benjamin Air—	
E	5.25
Daisy Air—	Each
25	5.25
40	5.25
3	3.25
30	2.75
11	2.25
12	1.75
King Air—	
4	2.50
5	2.75
5B	3.50
10	.90
21	1.50
22	1.75
Marlin—	Each
20, Round barrel	19.50
27, Round barrel	31.00
Octagon barrel	32.75
38, Octagon barrel	21.50
39, Octagon barrel	26.50
93, Round barrel	32.50
Octagon barrel	34.00
Carbine	32.50
Remington—	
4 TD—Octagon Brl.	11.65
6 TD—Round Brl.	7.85
8 A TD—Round Brl.	62.00
12 TD—Round Brl.	22.00
TD—Octagon Brl.	25.55
14 A TD—Standard	49.50
TD—Carbine	48.45
16 A TD—Standard	42.00
Savage—	
1899 250-3000	51.00
1899 TD, Feath'wt	46.00
1899 SF	39.00
1904 TD, Single shot	8.50
1914 TD, Hammerless	21.00
Stevens—	
Little Scout	5.40
Crack Shot	6.85
Marksman	8.65
Favorite	9.85
70 TD, 22	15.00
Winchester—	
86 TD .33, Rd. Brl.	61.50
90 TD, .22, Oct. Brl.	24.75
Cal. 25-20, 32, 38, 44—	
92 SF, Rd. Bbl.	31.75
92 SF, Oct. Bbl.	38.75
92 SF Carbine, Rd.	28.75
92 TD, Rd. Bbl.	44.25
92 TD, Oct. Bbl.	46.25
Cal. 32-40, 38-55—	
94 SF, Rd. Bbl.	35.50
94 SF, Oct. Bbl.	38.50
94 SF, Carbine, Rd.	33.00
94 TD, Rd. Bbl.	49.25
94 TD, Oct. Bbl.	52.25
Cal. 25-35 Win., 30 Win., 32 Win. Special—	
94 SF, Rd. Bbl.	37.50
94 SF, Carbine, Rd.	34.75
94 TD, Rd. Bbl.	51.25
94 TD, Oct. Bbl.	54.25
30 Army, .303 British, 30 Govt. '06, 35, 405—	
95 SF, Rd. Bbl.	49.25
95 SF, Carbine, Rd.	49.25
95 SF, Musket, Rd.	53.00
95 TD, Rd. Bbl.	62.25
02 SS, .22, Rd. Bbl.	7.50
03 22, Rd. Bbl.	41.00
04 SS, .22, Rd. Bbl.	9.00
05, 35, Rd. Bbl.	47.50
06 22, Rd. Bbl.	21.50
06 Expert, .22, Rd.	24.75
07, 351, Rd. Bbl.	57.50
10, 401, Rd. Bbl.	57.50
52, Bolt Act., .22, Rd.	57.50
87, SS, Mskt., .22, Rd.	49.25
97 SF	42.75
97 TD	46.00
11 TD	61.50
12 Hammerless, TD	54.25
12 Tournament	82.25
12 Trap	101.00
12 Pigeon	197.00
12 Hammerless TD, Tourn. with Ventilated Rib	154.25
Trap	164.00
Pigeon Eng.	260.00

Add $10.75 to Tournament grade shotgun for extension action slide handle, model 12, and $17.25 to Trap or Pigeon grade for extension action slide handle, model 12.

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box.; 100's, 10c box.

Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.	.30	.55	7—Asst.	.30	.55
8 "	.30	.55	8 "	.30	.55
9 "	.30	.55	9 "	.30	.55
10 "	.30	.55	10 "	.30	.55
12 "	.30	.55	12 "	.30	.55

Copper Iron, with Burrs—08 Asst., 15c, ½-lb. box; 010, 20c.

RIVETS—Tinner's—

Tinned (in bulk), 25c.

Tinned (in papers)—8-oz., 25c; 12-oz., 30c; 14-oz., 35c; 1-lb., 40c; 1½-lb., 45c; 2-lb., 60c; 2½-lb., 70c; 3½-lb., $1.00; 4-lb., $1.10; 5-lb., $1.20; 6-lb., $1.40; 7-lb., $1.65; 8-lb., $1.90; 10-lb., $2.65; 12-lb., 3.25; 14-lb., $3.75.

Tubular Harness—50S, per box, 15c; 100S, 25c.

ROOFING—(See Paper).

ROPE—Cotton—	3/16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	66	45	20	12	8	5	4½	3
Cents per ft.	1	1¾	3½	5½	9	11	20	30
Manila—	3/16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	80	55	27	13½	7½	6.1	4.5	3.8
Cents per ft.	½	¾	1¼	2¼	.4	.5	.6½	.8
Sisal—								
Ft per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	½	¾	1¼	2	3½	4	5½	7½
Galv. Wire—	3/16	¼	⅜	½	⅝	¾	⅞	1
Cents per ft.	1¾	2½	4¾	7¼	...	...	...	...
Thimbles	05	05	10	15	15	15	15	20
Clips, Galv.	15	10	15	20	25	35	45	
Clips, Jap'd	15	10	10	15	25	30	35	

ROPE—(Portland Cordage Co. list)—**Basis Prices**—Per lb., ¾-in. diameter or larger—Manila, Cloverleaf, 25c; Manila, Seaport, 20c; Life Line Lariat, 3 or 4 strand, 33c; Bronco Lariat, Red Thread, 3 or 4 strand, 30c; Black Hawk Lariat, 4 strand, 7 16-in., 20c; White Sisal Lariat, Red Thread, 3 or 4 strand, 20c; White Sisal, 20c; Sisal, 20c.

Differentials—3 16-in dia. (6 thread fine), 2½c; ¼-in. 5-16-in. (6 and 9 thread), 2c; ⅜-in. (12 thread), 1½c; 7-16, ½, 9-16-in. (1¼, 1½, 1¾ cir.), 1c; ⅝-in. (2-in. cir.), ¼c.

RULES, Boxwood: Lufkin Stanley — 171 (36), each, 55c; 372 (36½), 80c; 386 (32), 85c; 388 (32½), $1.25; 465 (69), 20c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 761 (63), 45c; 762B (7), $1.00; 771 (84), 70c; 780 (62½), 85c; 781 (62), 75c; 781C (62C), $1.65; 808 (5), $1.10; 861A (53½), 85c; 862C (83½), $1.35; 871 (52), 75c; 882 (76), $1.15; 881 (54), $1.00; 3851 (66½), 65c, 3861 (66¼), 75c; 3881 (66¾), $1.65; 4883 (94), $3.00.

Zigzag, Aluminum — No. 423, 3-inch, each, $1.15; 424, 4-inch, $1.50; 425, 5-inch, $1.75; 426, 6-inch, $2.25.

Riveted Joint: Yellow — No. 803F, 3-inch, each, 25c; 804F, 4-inch, 30c; 805F, 5-inch, 40c; 806, 6-inch, 45c. White—853F, 3-inch, each, 30c; 854F, 4-inch, 35c; 855F, 5-inch, 45c; 856F, 6-inch, 55c.

Concealed Joint — No. 04, 4-inch, each 45c; 05, 5-inch, 60c; 06, 6-inch, 70c; 08, 8-inch, 90c; 104, 4-inch, 50c; 105, 5-inch, 65c; 106, 6-inch, 75c; 108, 8-inch, $1.00; 703, 3-inch, 25c; 704, 4-inch, 30c; 705, 5-inch, 40c; 706, 6-inch, 45c; 708, 8-inch, 65c; 703, 3-inch, 30c; 704, 4-inch, 35c; 705, 5-inch, 45c; 706, 6-inch, 55c.

With Hook—No. H8516, 6-inch, each, 55c; H8526, 6-inch, 60c.

Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 1131, 1141, Zig-zag, 65c; 1132, 1142, Zig-zag $1.25; 1143, Zig-zag, $1.85.

SAWS — Cross Cut —

	S 520	A51 and 52 S503 and 518	V251 and 252	V360	V361
5	$ 7.65	....	....	$ 6.70	$5.65
5½	8.55	....	....	7.40	6.30
6	9.60	$12.80	$ 8.60	8.10	6.85
6½	10.85	14.40	9.80	8.80	7.40
7	12.12	16.00	10.85	9.45	8.00
7½	....	17.60	11.95	10.10	8.55
8	....	19.35	13.10	10.85	9.15
8½	...	21.30			
9	....	23.30			
10	....	27.35			

One-Man Cross Cut —	A1000	A749	S222
3	$5.55	$4.70	$3.95
3½	3.65	5.30	4.45
4	4.15	6.00	5.00
4½	4.60	6.60	5.55
5	5.25	7.40	6.10
5½	5.70	...	6.55

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RETAIL SELLING PRICES—Continued

SAWS—Hand—

61, 62, 361, 362, Simonds Blue Ribbon, or 12 Disston or 69 Atkins

18 inch	2.95
20 inch	3.20
22 inch	3.50
24 inch	3.80
26 inch	4.10
28 inch	4.45

71, 72, 371, 372, Simonds Blue Ribbon; D8 Disston or 51 Atkins

18 inch	2.55
20 inch	2.60
22 inch	2.80
24 inch	3.00
26 inch	3.15
28 inch	3.60

10½ Simonds

18-inch	2.20
20-inch	2.35
22-inch	2.60
24-inch	2.75
26-inch	2.90
28-inch	3.40

No. 10 Simonds or 7 Disston

18 inch	2.10
20 inch	2.25
22 inch	2.50
24 inch	2.60
26 inch	2.75
28 inch	3.25

No. 120 Disston

26 inch	6.20
28 inch	6.60

No. 112 Disston

26 inch	5.25
28 inch	5.60

No. D 100 or No. D 20 Disston

26 inch	4.35
28 inch	4.85

SAWS—

	10-in.	12-in.	14-in.	16-in.
Back, No. 4 (Sd. No. 96)	2.50	2.75	3.25	3.50
Compass, No. 2 (Sd. No. 87)	.75	.75	.80	.85
Compass, No. 30	.45	.45	.45	.45
Kitchen, No. 0	...	.70	.75	.80
Butcher—	18-in.	20-in.	22-in.	24-in. 26-in.
No. 5 (Sd. No. 250)	3.50	3.50	3.75	3.75 4.00
No. 7 (Sd. No. 255)	2.50	2.75	2.75	3.00 ....
No. 70	1.75	1.85	2.00	2.10 ....
Panel—				
No. 7 (Sd. No. 10)	.200	2.25	2.50	2.75 ....
No. 8 (Sd. No. 72)	....	2.50	2.75	3.00 ....
No. 12	3.00	3.25	3.50	3.75 ....
No. 091	.95	1.00	1.10	1.25 ....
Plymouth	2.25	2.35	2.50	....

BUCK—No. 40, $2.00; No. 302, $1.35; No. 617, $1.35; No. 618, $1.35; No. 623, $1.50; No. 677, $2.10.
Blades—No. 4, 4B, 66, 75c; No. 77, $1.25. Rods, 20c.
Coping—No. 100, 30c; No. 110, 45c.
Keyhole—No. 5, 45c; No. 95, 75c.
Pruning—Disston No. 4, 16-in., $1.75; 18-in., $1.85; No. 50, 12-in., $1.10; 14-in., $1.15; No. 111, $2.00.

SAW CLAMPS—No. 8, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P	1.50
Spec. Morrill	2.00
105 Morrill	.60
1 Morrill	2.00
10	1.20
77	1.00

X CUT—

Morrill No. 3	1.30
Baker No. 3	2.35
Colonial	1.40
7 Taintor	2.00
28 Triumph	1.65
Hammer	.85
Lever	.25
Morin No. 2	3.25
Morin No. 2½	4.50
Morin No. 3	3.00

Setting Tool Disston—

No. 100	.80

No. 4 Setting Blocks—

No. 4 Blocks, Morin	1.25
Swages No. 0 Disst	4.75
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins, Excelsior	.85

SAW TOOLS—

Clipper Outfit	.75

Morrill's Raker Gauge—

No. 1	1.50
No. 6	2.25
No. 9	2.50
Atkins Raker Swage	.45
5-M Tooth Gauge	.25
Jointers Pikes Perf	.75
Jointers No. 7 Sterns	.70

SCALES: Counter—508, each, $25.00; 510, $27.00.
Family—1021, each, $2.50; 11021, $2.75; 1621, $4.75; 6021, $2.50; 16021, $2.75. Extra Scoops, each, $1.25.
Peddlers'—243, each, $5.25; 243E, $5.75; 243G, $6.00; 262, $8.00; 272, $9.75; 343, $4.75; 343E, $5.00; 343G, $5.00; 0343, $5.25; 0344E, $5.75.
Platform—500-lb., each, $30.00; 1000-lb., $37.50.
Spring Balance—50, each, 25c; 51, 40c; 81, 55c; 84, $1.25; 86, $3.25; 87, $5.50; 2022, $7.75.
Scale Beams—200-lb., each, $4.00; 300-lb., $6.25; 400-lb., $7.50.
Extra Poises—1-lb., each, 75c; 2-lb., 85c; 3-lb., $1.10; 4-lb., $1.25.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.
Wiss—No. 4BH, $1.25 each; 54½, 85c; 155, 90c; 55½, 95c; 56, $1.00; 56½, $1.05; 57, $1.10; 154½, $1.00; 155, $1.05; 155½, $1.10; 156, $1.15; 156½, $1.25; 157, $1.30; 364, $1.10; 364½, $1.15; 365, $1.20; 366, $1.25; 463, 95c; 463½, $1.00; 464, $1.10; 573, $1.15; 573¾, $1.25; 574¼, $1.40; 663, $1.15; 663½, $1.25; 664, $1.40; 763, 95c; 763½, $1.00; 764, $1.05; 764½, $1.10; 765, $1.15; 765½, $1.20; 766, $1.25; 778, $1.05; 773½, $1.10; 774, $1.15; 814, $1.15; 814½, $1.20; 815, $1.25; 815½, $1.30; 816, $1.35.

SCOOPS—Common Hollow Back—Black—No. 2, $1.75 each; 3, $1.75; 4, $1.85; 5, $1.85; 6, $1.90; 7, $2.00; 8, $2.10; 9, $2.25; 10, $2.35.

SCREEN DOORS—(See Doors).

SCREENS, WINDOW—Adjustable Continental Wood Frame—No. 1533, 55c each; 1833, 60c; 2433, 75c; 2437, 85c; 2837, 95c; 3038, 95c; 3037, $1.05.
Sherwood Steel Frame—No. 1833, 75c each; 2433, 90c; 2437, 95c; 3037, $1.20.

SCREWS—

Machine—Brass—Flat or Round Head:
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Diameter	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.30	.30	.35	.40	...
3	.30	.30	.35	.40	...
4	.30	.30	.35	.40	.40
6	.30	.35	.40	.45	.60
8	.50	.55	.60	.65	.80
10	.65	.75	.85	1.00	1.25
12	.85	1.00	1.10	1.25	1.50
¼"(14)	1.60	1.75	2.00	2.10	2.40
5/16"(16)	...	2.75	3.00	3.25	3.75
⅜"(18)	...	3.25	3.50	3.75	4.50

	1¼-in.	1½-in.	1¾-in.	2-in.
2	...	...	...	...
3	...	...	...	...
4	.50	.65	...	...
6	.70	.90	1.15	1.80
8	.95	1.15	1.35	1.60
10	1.40	1.50	1.75	2.00
12	1.75	2.00	2.25	2.50
¼"(14)	2.75	3.00	3.25	3.75
5/16"(16)	4.25	4.75	5.25	5.75
⅜"(18)	5.25	6.25	6.75	7.25

Iron—Flat or Round Head:

Diameter	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.20	.25	.25	...
3	.20	.20	.25	.25	...
4	.20	.20	.25	.25	.30
6	.20	.25	.25	.30	.35
8	.25	.30	.30	.35	.40
10	.35	.40	.45	.45	.45
12	.45	.45	.50	.50	.50
¼"(14)	.60	.65	.65	.70	.75
5/16"(16)	...	1.00	1.00	1.10	1.20
⅜"(18)	...	1.20	1.25	1.30	1.35

	1¼-in.	1½-in.	1¾-in.	2-in.
2	...	...	...	...
3	...	...	...	...
4	.35	.40	...	...
6	.40	.45	.50	.65
8	.45	.50	.60	.75
10	.55	.65	.75	.85
12	.60	.70	.80	.90
¼"(14)	.90	1.00	1.25	1.50
5/16"(16)	1.40	1.60	1.75	2.00
⅜"(18)	1.50	1.75	2.00	2.25

SCREWS: U. S. S. Thread, Iron—

Length (inches)	¼-in.	5/16-in.	⅜-in.	7/16-in.	½-in.
¾	.25	.25	.35	.40	.50
⅞	.25	.25	.35	.40	.50
1	.25	.30	.35	.45	.55
1¼	.30	.35	.40	.50	.55
1½	.35	.35	.40	.50	.60
1¾	.35	.40	.45	.55	.65
2	.40	.40	.45	.60	.70
2¼	.40	.45	.50	.65	.75
2½	.45	.50	.55	.70	.80
3	.50	.55	.60	.75	.90
3½	...	...	...	.85	.95
4	...	...	...	.90	1.00

	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.70	...	...	...
⅞	.75	...	...	...
1	.75	1.00	1.65	...
1¼	.80	1.00	1.65	2.10
1½	.85	1.10	1.75	2.10
1¾	.90	1.25	1.90	2.10
2	.95	1.30	2.00	2.35
2¼	1.00	1.40	2.25	2.50
2½	1.10	1.50	2.40	2.75
3	1.25	1.60	2.65	3.00
3½	1.40	2.10	2.85	3.50
4	1.50	2.25	3.00	4.00

S. A. E. Thread—Steel:

Length (inches)	¼-in.	5/16-in.	⅜-in.	7/16-in.
¾	.25	.30	.35	.50
⅞	.30	.35	.40	.50
1	.30	.35	.40	.55
1¼	.30	.40	.40	.55
1½	.35	.40	.45	.60
1¾	.35	.45	.45	.65
2	.40	.45	.50	.70
2¼	.45	.50	.55	.75
2½	.50	.55	.60	.80
2¾	.55	.60	.65	.85
3	.60	.65	.70	.90
3½	.70	.75	.80	1.00
4	.75	.85	.90	1.15

	½-in.	9/16-in.	⅝-in.	11/16-in.
¾	.55	...	...	...
⅞	.55	...	...	...

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RETAIL SELLING PRICES—Continued

SCREWS—Continued.	½-in.	9/16-in.	⅝-in.	11/16-in.
1	.55	.90	...	...
1¼	.60	.90	...	...
1½	.65	.95	1.10	1.30
1¾	.75	1.00	1.20	1.40
2	.80	1.10	1.30	1.45
2¼	.85	1.20	1.35	1.60
2½	.90	1.30	1.45	1.70
2¾	.95	1.35	1.60	1.80
3	1.00	1.45	1.70	1.90
3½	1.15	1.60	1.90	2.10
4	1.30	1.85	2.15	2.15

SQUARE HEAD SET—V. or U. S. S. Thread—	¼-in.	5/16in.	⅜-in.	7/16-in.	½-in.
½	.15	.15	.20	.20	.30
¾	.15	.15	.20	.20	.30
⅞	.15	.20	.25	.25	.35
1	.15	.25	.30	.30	.35
1¼	.20	.25	.30	.35	.40
1½	.25	.30	.30	.35	.40
1¾	.30	.30	.35	.40	.45
2	.30	.35	.40	.45	.50
2¼	.35	.40	.45	.50	.55
2½	.40	.40	.50	.55	.70
3	.45	.45	.60	.60	.80
3½	...	...	...	.65	.95
4	...	...	...	.70	1.05

	⅝-in.	¾-in.	⅞-in.	1-in.
½	...	...	...	...
¾	.15	..	...	...
⅞	.50	...	...	...
1	.55	.85	...	...
1¼	.65	.90	1.50	...
1½	.75	1.00	1.60	2.15
1¾	.80	1.10	1.75	2.40
2	.85	1.15	1.90	2.50
2¼	.90	1.25	2.00	2.85
2½	.95	1.35	2.25	3.00
3	1.00	1.50	2.40	3.25
3½	1.10	1.65	2.50	3.50
4	1.25	1.75	2.75	3.75

WOOD—Steel. Flat or Round Head— Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2..	.25	.25	...	...	...	...	...
3.....	.25	.25	.25	.25	.25	.30	.30
4.....	.25	.25	.25	.25	.30	.30	.30
5.....	...	.25	.30	.30	.30	.30	.30
6.....	...	.30	.30	.30	.30	.35	.35
7.....	...	.30	.30	.30	.35	.35	.35
8.....	...	.30	.35	.35	.35	.35	.40
9.....	...	.35	.35	.35	.35	.40	.40
10.....	...	...	.40	.40	.40	.40	.40
11.....	...	...	.40	.40	.40	.45	.45
12.....	...	...	.45	.45	.45	.45	.50
13.....	...	...	...	.45	.50	.50	.55
14.....	...	...	...	.45	.55	.55	.60
15.....	...	...	...	...	.60	.60	.70
16.....	...	...	...	...	.65	.70	.90
17.....	...	...	...	...	...	...	.95
18.....	...	...	...	...	...	...	1.00
20.....	...	...	...	...	...	...	1.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3.....	.30	.35	...	...	...	...	...
4.....	.35	.40	...	...	...	...	...
5.....	.35	.40	.45	.50	.55	.70	...
6.....	.40	.40	.50	.55	.60	.70	1.05
7.....	.40	.45	.50	.55	.60	.75	1.05
8.....	.40	.45	.55	.60	.65	.80	1.10
9.....	.45	.50	.55	.60	.65	.80	1.15
10.....	.50	.50	.60	.65	.70	.85	1.15
11.....	.50	.55	.60	.65	.75	.90	1.15
12.....	.55	.60	.65	.70	.80	.95	1.15
13.....	.60	.65	.70	.80	.85	.95	1.20
14.....	.65	.70	.80	.85	.95	1.00	1.25
15.....	.75	.80	.95	.95	1.10	1.15	1.35
16.....	.90	1.00	1.05	1.10	1.25	1.30	1.50
17.....	.90	1.15	1.25	1.20	1.35	1.50	1.70
18.....	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20.....	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristo)—
¼-inch, 10c each; 5-16, 10c; ¾, 10c; 7-16, 10c; ½, 12½c; ⅝, 15c; ¾, 20c; ⅞, 25c; 1-inch, 35c.

SCREWS—Gimlet Point, Square Head (Per 100)—	¼" and 5/16"	⅜"	½"	⅝"	¾"
1	1.60	....	....	....	....
1¼	1.60	1.95	....	....	....
1¾	1.75	2.00	....	....	....
2	1.75	2.10	2.95	4.25	....
2½	1.90	2.30	3.20	4.65	....
3	2.00	2.50	3.45	5.00	7.00
3½	2.15	2.65	3.70	5.35	7.50
4	2.30	2.85	3.95	5.70	8.00
4½	2.45	3.00	4.20	6.05	8.50
5	2.60	3.20	4.45	6.40	9.00
5½	2.75	3.45	4.75	6.75	9.50
6	2.85	3.60	5.00	7.15	10.00
6½	....	3.75	5.25	7.50	10.60
7	....	4.00	5.50	7.85	11.10
7½	....	4.20	5.75	8.20	11.55
8	....	4.35	6.00	8.55	12.00
9	....	....	6.50	9.25	13.00
10	....	....	7.00	10.00	14.00
12	....	....	8.00	11.50	16.00

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c, 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.
Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, $1.00; 8, $1.15; 10, $1.50; 12, 95c. No. 15, 2-inch, 70c; 3, 75c; 4, 80c; 5, 85c. No. 30, $3.00; 31, $4.00; 35, $2.25; 60, $1.00; 130, $3.50.

SCREW DRIVERS—G. & P. — 1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Brush— No.	Each.	Grass— No.	Each.
400	2.50	200	2.50
450	2.35	250	2.35
Weed—		100	2.50
300	2.50	150	2.35
350	2.35		

SHEARS—Bench—P. S. W.—No. 4, $14.75; No. 5, $12.50; No. 6, $10.75.

SHEETS, IRON — Galvanized — 10 to 16, 10c; 18 to 24, 10c; 26 to 27, 10c; 28, 10c; 30, 10c. Black, 12 to 16, 9c lb.; 18 to 28, 9c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50; Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 11c; 9c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 10c full sheet.

SHIELDS—Lag Screw — Expansion— SEBCO —Per hundred list.

3-16 inch	18.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	82.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c

SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.
American Double Barrel—Hammer, $20.00; Hammerless, $24.00.
Fox, Double Barrel—Grade A—NE, $62.00; E, $74.50. Grade C—E, $115.00. Sterlingworth—NE, $48.00; E, $60.50. Trap—E, $160.00.
Ithaca Double Barrel—Grade 1—NE, $47.50; E, $62.50 Field—NE, $37.50; E, $52.50.
Iver Johnson, Single Barrel—Champion—NE, $13.00; E, $18.50. E, Rib, $16.00.
L. C. Smith, Double Barrel—Field—NE, $46.25; E, $58.50. Fulton—NE $85.00. Ideal—NE, $55.50; E, $69.25.
Stevens, Single Barrel—105, $13.00; 107, $13.50; 181, $22.50.
Stevens, Double Barrel—215, $20.00; 235, ...; 315, $28.00; 335, $32.40; 345, $36.00; 520, $43.50.
Remington Repeating—10A, $52.50 each; 10AR, $62.10; 10C, $71.75; 10CR, $81.85; 11A, $62.15; 11AR, $71.75; 11C, $75.75; 11CR, $85.35; 17A, $52.50.
Winchester—

97 SF, 12 Ga., Stand. 42.75	11 TD, 12, Trap....114.50
97 TD, 12 Ga., Std.. 46.00	11 TD, 12, Pigeon...249.50
97 TD, 12, Tourn... 75.50	12 TD, 12, 16, 20 St. 54.25
97 TD, 12, Trap.... 95.25	12 TD, 12, 16, 20 Tn. 82.25
97 TD, 12, Pigeon...185.50	12 TD, 12 16 20 Tp.101.00
11 TD, 12, Stand.... 61.50	12 TD, 12 16 20, Pg.197.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $1.35 each; Carter's, $1.85; Ames, $2.25.
Plain Black Polished — 4th Grade, $1.50 each; Carter's, $2.00; Ames, $2.25.
Riveted Strap Back Black—Ames, $2.00 each.
Riveted Strap Back Polished — 4th Grade, $1.50 each; Ames, $2.25.
Solid Socket—Maynard—Black, $2.50 each; Polished, $2.65.
Fire, Sheet Steel—Jumbo, 25c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.75; Chester, $2.00.

SMOOTH-ON—75c lb.

SOLDER — ½ and ⅓, 35c lb.; No. 1, 90-100, 35c; Wiping.

SPARKERS—Red Seal—No A141, $3.00; A152, $3.65; A162, $4.35.

SPRAYERS: Bucket Pump—305, each, $22.50; 324, $10.00; 327½, $6.
Hand — Faultless, each, 60c; Misty, 70c; Midget, 50c; Feeney, $22.50.
Compressed Air—Meyers Pneumatic, each, $8.75; Utility Knapsack, $9.00.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $8.00; Barnes, 276, $12.30; Little Giant, 327½, $7.25; Acme Pressure 345, $9.00; Defiance No. 324, $10.00.

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RETAIL SELLING PRICES—Continued

SPRINKLERS, LAWN: Dew Drop—7-foot, brass, each, $3.25; 8-foot, brass, $3.50; 8-foot, galvanized, $2.85.
Fountain—Crescent, each, 90c. Square, 65c.
Pluvius—½-inch and ¾-inch, $2.25.
Ring, each, $1.00.
Ross, 59R, each, 80c.
Thompson's—70, each, 35c; 75, 45c; 90, 25c; 95, 35c; 100, 45c; 120, 50c; 135, 80c; 125, $5.50; 126, $6.00; 127, $6.75; 130, $1.00; 131, $1.75.
Will's—4-foot, each, $1.35; 5-foot, $1.75; 6-foot, $2.00; 7-foot, $2.50; 8-foot, $2.75; 10-foot, $3.50.

SQUARES—Steel—No. 3, $2.00 each; 14, $1.85; 100, $2.25.
Blued—No. 1, $3.00; 100, $3.25.
Take-Down Rafter—No. 100, Polished, $4.55; Nickeled, $5.00; Blued, $5.60.
Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., $1.25. No. 2, 4½-in., 60c; 6-in., 80c; 7½ in., 85c; 9-in., $1.10; 12-in., $1.50.
N. P.—No. 3, $3.00; 12, $1.75.
Lufkin—No. 65, 9-in., $2.00; 12-in., $2.25.

	4	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	....	....	....
20	....	.85	1.15	1.35	1.65

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾ inch, 15c lb.

STONES, SHARPENING—Aloxite or Carborundum—No. 107, $1.25 each; 108, $1.75; 109, $1.25; 110, $1.50; 111, $1.00; 112, 85c; 115-117, $1.50; 118-120, $1.35; 121-123, $1.15; 124-126, 90c; 130-132, 65c; 133-135, $1.25; 136-138, 75c; 142-144, 65c; 145-147, 45c; 149, 20c; 174-176, $1.15; 177-179, 65c; 180-182, 90c; 183-184, 65c; 195, 45c; 196, 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES: Cook—Perfection, Superfex burners—No. 302, two burners, $32.00; No. 303, three burners, $41.00; No. 304, four burners, $52.00.
Perfection Oil Heaters—
Heaters equipped with Steel Reservoirs (lead coated)—No. 520, black drums, nickeled trimmings, $7.75; No. 525, black drums, japanned trimmings, $7.75; No. 530, black drums, nickeled trimmings, $9.50; No. 630, blue enameled drums, nickeled trimmings, $12.00.
Heaters equipped with brass reservoirs — No. 550, black drums, japanned trimmings, $9.50; No. 560, black drums, nickeled trimmings, $11.00; No. 660, blue enameled drums, nickeled trimmings, $13.50; No. 760, white and gold enameled drums, nickeled trimmings, $14.25.
Floor Pan for No. 500 and 600 and 100 and 200 line heaters, except No. 520 (packed in cases of 1, 3 or 12) 55c per pan.
Wicks with Carriers: No. 500, heater wicks with carriers, for 500 and 600 and 100 and 200 line heaters—$4.80 per dozen; $57.60 per gross. No. 325, heater wicks with carriers, for 300 and 400 line heaters—$4.80 per dozen; $57.60 per gross.
Blue Chimney—No. 31, one burner, $18.00; No. 32, two burners, $18.00; No. 33, three burners, $23.00; No. 34, four burners, $30.00; No. 35, five burners, $42.00.
Puritan — No. 22, two burners, $18.00; No. 23, three burners, $23.00; No. 24, four burners, $30.00; No. 25, five burners, $42.00.

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt ½ inch 5c ft., ¾-inch, 10c

SWEEPERS, CARPET—Bissell's American Queen, $6.25; Club, $13.00; Elite, $7.00; Gold Medal, $5.75; Grand Rapids (Nic.), $5.50; Grand Rapids (Jap.), $5.00; Grand (Jap.), $7.00; Parlor Queen, $6.50; Princess, $5.75; Prize, $5.75; Universal (Nic.), $5.25; Universal (Jap.), $4.75; Welcome, $5.75; Superior, $5.50.

SWEEPERS, VACUUM — Grand Rapids, $11.00; Household, $9.00

SWEEPERS, TOY—Little Daisy, 25c; Little Queen, 50c; Little Jewel, $1.50.
Retail prices on the following Western and Southern States are 50c higher on regular, Grand and Vacuum Sweepers; $2.00 on Club; 5c on Little Daisy, and 15c on Little Jewel, on account of the freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Texas, Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c.
Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ½-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c; 10, 25c.
Gimp—½ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c
Upholsterers—Cut, ½ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c; 10, 25c; 12, 25c.
Double Pointed—Blued, ½ lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 25c lb.; 10, 25c; 12, 25c

TAPES, MEASURING—(Lufkin)—(Starrett)—

Asses' Skin No.	Each		Steel
710	.50	736	1.65
713	.65	Metallic	
715	1.10	500	2.75
716	1.35	503	4.00
730	.65	505	4.35
733	1.10	506	6.85
735	1.40	Pocket	
145	1.00	148	.80
165	.20	246	9.00
3143	.50	260	4.85
100	5.00	263	5.85
103	7.75	265	7.50
200	5.50	266	10.00
203	9.00	550	4.00
205	13.00	553	4.85
206	16.00	555	6.85
240	4.35	556	8.25
243	5.25	1240	4.00
245	7.00	1243C	5.00
		1260	4.50
		1263	5.65

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15. 100, $1.35.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160, 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance, Machinists'—Prentiss—No. 2, $16.50 each; 2½, $19.25; 3, $22.50; 4, $36.50; 5, $53.00; 6, $68.00; 19, $19.75; 19½, $24.00; 20, $29.00; 21, $46.25; 22, $64.00; 51, 12.00; 52, 14.00; 53, $17.00; 54, $22.50; 55, $33.00; 56, $42.00; 57, $60.00; 161, $3.75; 161½, $5.00; 162, $5.75; 163, $9.50.
Oval Slide—No. 0, 2½-inch, $4.00 each; 1, 3-inch, $4.50; 2, 3½ inch, $5.75; 3, 4-inch, $8.25; 4, 4½-inch, $12.50.
Pipe—Hinged—No. 600, $3.75 each; 671, $4.50; 672, $6.75; 673, $10.00; 674, $21.00. Chain—No. 1, $4.00; 2, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles

TIN—Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra, two sides, 2c.
Flashing IC, 1x1, $2.25 per 100 feet; ¾x1, $2.25.
Shingles—5x7, 30c dozen.
Valley—14-inch, 12c per foot, $10.00 per roll; 20-inch, 18c per foot, $15.00 per roll.

TIRES: Sterling—Hardwear—

	Sovereign Cord Tires. Tires.	Tubes.	Vacuum Cord. Cord.	Seamless Red Tubes.
30x3, Cl.	$14.00	$2.40	....	....
30x3½, Cl., 6-Ply..	16.50	2.80	$19.00	$2.80
30x3½, S., 6-Ply..	23.50	2.80	....	....
32x3½, S., 6-Ply..	25.50	2.95	25.50	2.95
31x4, S., 6-Ply....	29.40	3.45	....	....
32x4, S., 6-Ply....	32.40	3.65	32.40	3.65
33x4, S., 6-Ply....	33.40	3.80	33.40	3.80
34x4, S., 6-Ply....	34.25	4.00	34.25	4.00
32x4½, S., 8-Ply..	41.90	4.65	41.90	4.65
33x4½, S., 8-Ply..	42.85	4.75	42.85	4.75
34x4½, S., 8-Ply..	43.90	4.90	43.90	4.90
35x4½, S., 8-Ply..	45.20	5.10	45.20	5.10
33x5, S., 8-Ply....	52.15	5.70	52.15	5.70
35x5, S., 8-Ply....	54.75	6.00	54.75	6.00

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length—	⅛-in.	—Diameter— 3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length—	⅛-in.	—Diameter— 3-16-in.	¼-in.
3-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.35	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Turner Brass: Gasoline-Kerosene Torch No. 18, $14.40 each; Gasoline, No. 53, $15.00; Gasoline-Kerosene Torch No. 28, $18.40; Gasoline, No. 95, $18.10.

TRACK, DOOR HANGER—See Hangers.

TRAPS—Fly—Harper, 40c each; Balloon, 35c; Avis, 1, $2.75; Avis 2, $2.25; Avis 3, $2.00.
Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse $1.10; 2 Newhouse, $1.40; 3 Newhouse, 2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No 1 Oneida Jump, 35c; 1¼ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.
Gopher—Best, 25c each; O. K., 30c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 30c.
Mole—Reddick, $1.25 each; Out-O-Sight, $1.50.
Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker, Wood, 20c; Choker, Tin, 15c; Delusion, 30c; Holdem, 65c; Marty, 30c.
Rat—Holdfast, 15c each; Out-O-Sight, 20c; Holdem, $1.25; Marty, small, 60c; large, $1.50.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TRUCKS — Lansing —
Dandy Bag, $5.00; Lansing Bag, $5.60.

Warehouse and Store:	No. 1	No. 2	No. 3
Inside Wheels, Western	$8.40	$11.00	$16.00
Outside Wheels, N. Y. Pattern	8.00	10.00	12.00

Reynolds 4-wheel Flat, 3600 lbs. capacity—No. 9, 2x4, $36; No. 18, 2x5, $39.00; No. 21, 3x5, $43.00.

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RETAIL SELLING PRICES—Continued

TINWARE

Boilers, Coffee

27	1.10
29	1.50
352	.80
354	1.10

Boilers, Wash Copper Bottom

IC, 8	2.75
IC, 9	3.00
IX, 8	3.00
IX, 9	3.25
IXX, 8	4.25
IXX, 9	5.00

Copper Rim

IX, 8	4.00
IX, 9	4.25

Bowls, Wash

06½	.15
08	.25
6½	.30
8	.40

Buckets, Covered

11	.15
12	.25
14	.35

Buckets, Dinner

1	.75
2	.85
3	.90
30	.75
40	.85

Cans, Milk

1	.35
3	.55
4	.70
01	.30
08	.55
04	.70
102	4.00
103	4.50
1020	5.25
1040	7.00

Cans, Oil

30	.35
31	.45

Colanders

10	.25
11	.25
104	.40
306	.55

Cookers, Steam

42	3.25
45	4.00

Covers, Pot

6-9	.10
10-11	.15
13	.25
15	.35

Cups

211, 212	.10
09, 010	.15
9, 10, 214	.20

Dippers

2	.15
4, 01	.20
02, 31, 32	.25
33, 34	.30
48	.50

Fillers, Fruit Jar

48	45

Forks

203	.50
206	.65
419	.10
425	.15
1197	.20
1198	.25

Funnels

10, 15	.10
20, 25	.15
30	.20
35	.25
235	1.25
335	1.50

Graters

02	.10
020, 100	.20
030, 150	.25

Kettles, Lipped Preserving

160	.35
200	.45
240	.60
280	.75

Ladles

010	.20
11	.25

Measures

68	.20
88	.25
85	.45
86	.65
122	.20
124	.25
126	.50

Moulds, All Kinds

3, Melon	1.65
2, Melon	1.35
4, Melon	1.75

Pails, Dairy

IC, 6-qt.	.25
IC, 10-qt.	.35
IX, 10-qt.	.60
IX, 14-qt.	.70
IXX, 10-qt.	.70
IXX, 14-qt.	.85
IXXX, 12-qt.	1.00
IXXX, 16-qt.	1.65
IXXXX, 18-qt.	1.15
IXXXX, 20-qt.	2.25
Pails, Fruit Picking 14-qt.	.65

Pails, Peddlers

Small	.45
Large	.55

Pails, Strainer

IX, 10 qt.	1.10
IX, 12 qt.	1.15
IXX, 12 qt.	1.25
IXX, 14 qt.	1.35
Gem, 12 qt.	1.50
Gem, 14 qt.	1.65

Pans, Bread

01, 110, 30	.20
140, 200	.30
300	.35

Pans, Corn Cake

06	.20
08	.25
012	.40

Pans, Cake Perfection

Round, 9¼-in.	.15
Round, 10¼-in.	.20
Square, 8½-in.	.20
Square, 9-in.	.30
Mt., 9½-in.	.20
Tube, Rd., 9½	.25
Tube, Sq., 9-in.	.45

Pans, Dish

10	.70
14	.85
21	1.25

Pans, Milk IC, Plain

200	.10
200½	.10

IC, Ret.

301, 302	.20
304	.35
306	.40
308	.45
3100	.55

Pans, Muffin

6	.25
8	.30
12	.40

Pans, Patty

All Nos.	.10

Pans, Pie

6, Shallow	.10
9	.15
Deep	.15

Pans, Pudding IC, Plain

015 to 018	.15
019, 020	.20
021, 022	.25

IC, Ret.

16	.25
18	.35
20	.40
22	.50

Pans, Rinsing IC, Plain

8	.40
14	.50
17	.60

IC, Ret.

8	.50
14	.70
17	.85

Pans, Lipped Sauce

016	.35
020	.45
022	.50
028	.75
030	.80

Pots, Coffee

1	.25
2	.35
4	.50

Pots, Tea

241	.25
241½	.30
242	.35

Raisers, Bread

4	2.00
117	2.50

Scoops

2	.35
4	.50
12	.15
14	.20
20	.50
40	.75

Sieves, Flour

2, 316	.25
318	.30

Sifters, Flour

0	25
1	.35
10	70
Acme	.30
Nesco	.30
Shaker	.40

Skimmers

10	20
45	.10

Spoons, Basting

110	.10
114	15
312	.20
316	.30

Spoons, Mixing

15	20
25	15

Steamers

70	.65
90	.85

Steepers, Tea

12	25

Strainers Gravy

2, 3	.15
020	.20

Jelly

120	.25
160	.30

Milk

10	.30
121	.40
122	.45

Milk Can

011	.35
33	.50
55	.75
60	1.35

Soup

20	.40

Turners, Cake

1, 2, 71	.10
6, 18	.15

TWINE—Cotton—Wrapping, 30 to sack, 15c lb; 60 to sack, 10c. 2-lb. Cones, $1.25 lb. Budding, ½-lb. balls, 40c lb. Flax—¼-lb. balls—18BB, 15c ball; 24BB, 15c. ½-lb. balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BC, 35c; 24BC, 35c; 36BC, 35c. Buffalo Asst., 10c ball.

Hemp Spring—No. 4½, ½-lb. ball, 25c; 1-lb., 40c. No. 6, ½-lb. ball, 25c; 1-lb., 40c.

Jute Wrapping—½-lb. balls—2-ply, 20c lb.; 3-ply, 20c lb. 2-lb. cones, 1 and 2-ply, 35c lb. Wool, 1-lb., 40c.

Mattress—¼-lb. balls, 35c lb.

Sacking—Medium Quality, 80c lb.; Extra Quality, $1.00. Many Ends, $1.00 lb.

VISES—Bench—Bonney—No. 1006, $1.75 each; 1007, $2.00; 1008, $2.50; 1010, $3.50. Yankee—No. 990, $3.50; 1993, $6.50.

Hand—1 Alford, $5.25 each; 2 Alford, $5.00; 21 Stearns, 90c.

Machinists'—Parker—No. 103, $10.00 each; 103½, $12.00; 104, $13.75; 104½, $17.00; 105, $22.00; 106, $42.00; 203½, $15.75; 204, $18.25; 204½, $21.75; 205, $32.25; 205½, $40.00; 206, $54.50.

Solid Box, Blacksmiths'—35-lb., $9.00; 50-lb., $10.50; 70-lb., $13.75; 80-lb., $16.25; 90-lb., $18.75; 100-lb., $20.50.

Handy Worker—Stewart, $31.00 each.

$8.75; 3, $21.00. Combination—No. 181, $19.25; 182, $26.25; 182½, $39.00; 183, $54.50.

Woodworkers'—Prentiss—No. 59, $18.00 each. Richards-Wilcox—No. 480-1, $10.50; 480S-1, $11.25; 2, $14.00.

WASHBOARDS—Crown Glass, 90c each; Crown Brass, 80c; Pacific Zinc, 75c; Silver Queen, 65c.

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c. Malleable—Standard, 15c lb.; Nail Hole, 15c lb.; Angle, 30c. Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 25c; 2 White, 20c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.

WATCHES—Westclox—Pocket Ben, $2.00 ea.; Glo-Ben, $3.25, $7.00 each; No. 1, 3¼ cu. ft., $7.75; No. 2, 4½ cu. ft., $8.50.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., $1.50; 4 lb., $2.60.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 28c; Cedar Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Lansing—

Garden: 1¾ cu. ft., $5.20; 3¼ cu. ft., $8.00; 4½ cu. ft., $8.60

Stave Tray: New Michigan, $4.60; Michigan Jr., $4.00.

Three-Piece Tray, Bolted: Common, $4.20; Climax, $5.60.

Steel Tray, Wood Frame: Klondyke, $6.60; B-1, $9.20; F-4, $11.20.

All-Steel, Tubular: No. H-21, $11.20; H-20, $11.00; A-02, $9.60.

WICKS—Lamp and Lantern—0, E Flat, 2½c; 1, A Flat, 1½c; 2, B Flat, 2½c, 3, D Flat, 2½c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c.

Stove—4 in. Flat, 10c; 3 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—

	Annealed	Galvanized	Annealed Baling Wire
9 and coarser	Base	.50	...
10	.05	.55	...
11	.10	.60	...
12	.15	.65	.30
13	.25	.75	.40
14	.35	.85	.50
15	.45	1.30	.60
16	.55	1.40	.70
17	.70	1.95	.85
18	.85	2.10	1.00

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 23c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21 18c; 22, 18c; 24, 20c.

Barbed Wire—80-rod spool—American Special, Cattle, $3.40; Hog, $3.70. Galv. Am. Glidden, Cattle, $4.75; Hog, $5.10.

Catch Weight pools—Cwt.—Galv. Waukeganito, $6.95; Galv. Baker, $6.45; Galv. Glidden, $6.20.

Stove Pipe Wire—Black per Stone—No. 18, $1.90; 19, $2.00; 20, $2.15; 21, $2.20; 22, $2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.

Bowls, Chopping—11-inch, 30c each; 15-inch, $1.35; 17-inch, $3.00.

Pins, Rolling, 55c each.

Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, 30c; 1, 60c; 2, 3, 40c. 2-oz. packages, 15c each.

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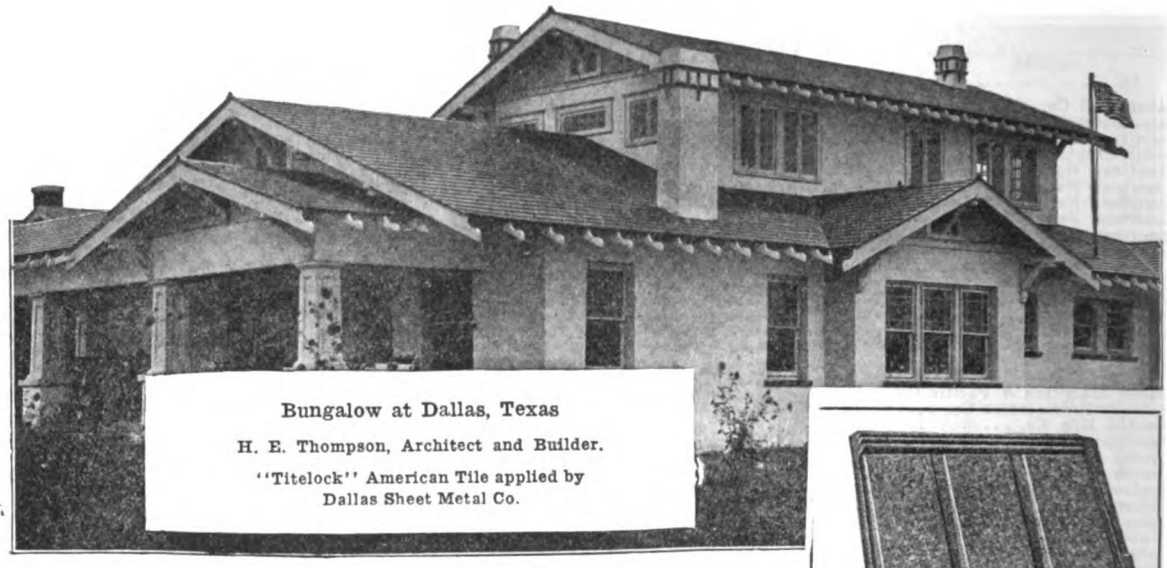
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Bungalow at Dallas, Texas

H. E. Thompson, Architect and Builder.

"Titelock" American Tile applied by Dallas Sheet Metal Co.

Showing Individual "Titelock" Metal Tile Size 10x 14"

We Want a Dealer In Every Town

To handle this fireproof, weather and lightning-proof Metal Tile

"Titelock" AMERICAN Metal Tiles

Will Make Money for You

We'll Help Sell Them and Help Lay Them

Dealers and Contractors will be given our hearty co-operation and assistance in every way. We'll furnish cuts for advertising in your local paper. We'll furnish circulars and descriptive matter to hand out to your customers. Ask for our Safety Roof Circular.

DETAIL DRAWING

will be furnished, covering every angle or curve of a roof and any carpenter or tinner will find his problems of laying solved in advance — so he can't go wrong.

There's good money for you in **"TITELOCK"** Metal Shingles and Tile. They are stamped from IX Terne Plate with copper base, dipped in highest quality mineral paint or galvanized after formed, and will last a lifetime. **WRITE FOR PARTICULARS TODAY**

"QUALITY" "MILCOR" PRICES

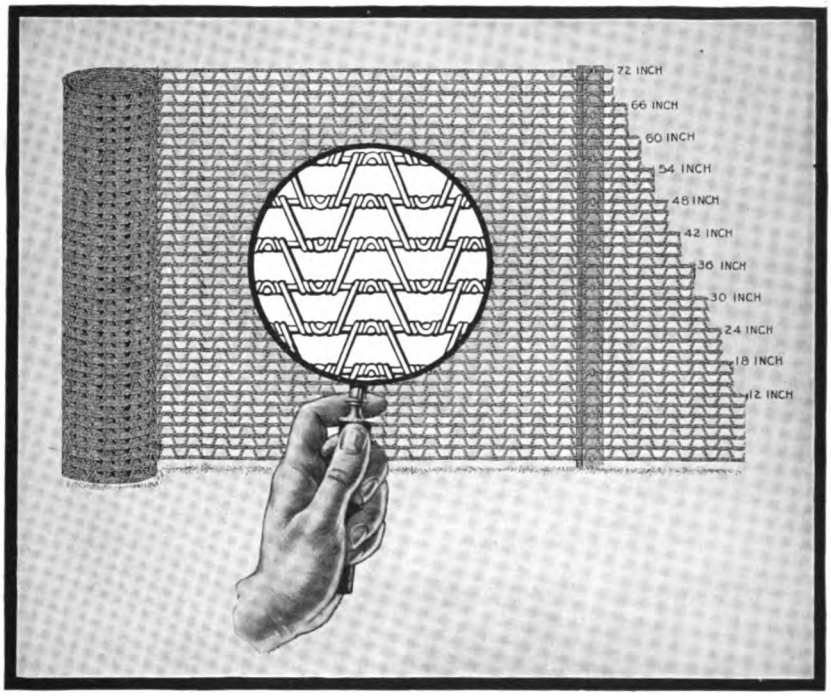
MILWAUKEE CORRUGATING CO.

MILWAUKEE, WIS.

Branch Office and Factory at Kansas City, Mo.
Minneapolis Sales Office Lumber Exchange.

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U. S. Poultry Netting



Capitalize Our Manufacturing Success Into Your Dealer's Profit

U. S. Poultry Netting fills that long felt want and need in wire netting. Fence-like in construction principle, it cannot bag or sag; requires neither baseboard nor top rail; requires fewer posts and will not narrow when tightly stretched.

U. S. Poultry Netting is not a WOVEN but an INTERWOVEN FENCE. Note carefully the type of twist (a double reinforced joint at each point of intersection, which makes it very stiff and rigid.) Through this style of manufacture there is no possibility of long or short wires, irregular size or shape meshes.

Highly practical for tennis court enclosures, tree guards, trellises, flower bed guards, screen work in motion picture industry, partition screens in factory stock rooms. Especially valuable as protection against rabbits and extensively used in stucco reinforcing.

U. S. Netting is handled by representative Jobbers throughout the country, and is carried in stock on the Pacific Coast as follows:

MARSHALL-WELLS COMPANY, Portland, Seattle and Spokane
MARSHALL-WELLS COMPANY, care De Pue Warehouse Company, San Francisco
MARSHALL-WELLS COMPANY, care Los Angeles Warehouse Company, Los Angeles
WESTERN METAL & SUPPLY CO., San Diego, Cal.
PRATT-GILBERT CO., Phoenix, Arizona

MANUFACTURED EXCLUSIVELY BY

Indiana Steel & Wire Co., Muncie Ind.

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CORBIN HOUSE LETTER BOXES

CORBIN

MAIL BOX CAMPAIGN NOW ON!

ARE YOU PREPARED TO MEET THE DEMAND FOR HOUSE LETTER BOXES OCCASIONED BY THE FOLLOWING ORDER ISSUED BY THE FIRST ASSISTANT POSTMASTER GENERAL?

Order issued by First Assistant Postmaster General:

Washington, Aug. 25, 1922.

"On account of the delays caused to carriers at dwelling houses where no door-slot or mail receptacle is provided, and the fact that a large majority of dwellings are thus equipped already, it seems timely, within a reasonable period, to require all who are to receive mail by street carriers at their dwellings to provide such accommodations, the expense of the same being small. Postmasters are therefore thus instructed. The length of notice should not exceed four months, although there may be exceptional cases where postmasters should use reasonable discretion or ask for instructions.

It is not the department's desire, of course, that any shall be deprived of delivery by this requirement, but rather it is earnestly hoped that all will see the reasonableness of it and its advantage to themselves as well as to the carriers. But if it finally becomes necessary mail delivery will be discontinued where no door-slots (preferably) or mail receptacles, are provided.



Send for Catalogue 12-B, showing new styles

CORBIN CABINET LOCK CO.

The American Hardware Corp., Successor

New Britain, Conn., U. S. A.

NEW YORK
CHICAGO PHILADELPHIA

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Hardware World
·PLUMBING AND HEATING·
NOVEMBER 1922

No 10 '22



No. RP50
Remington Assortment

Holiday Gift Business—Brings Increased Cash Sales

YOUR customers will appreciate the gift value of Remington Pocket Knives mounted with Stag, 14-K Rolled Gold—twenty-year quality—and high lustre (brilliant) Pearl handles.

These knives will be featured this year in the "Saturday Evening Post" and other national advertising as suitable gift selections for Christmas, Birthdays, Graduation—Prizes, too.

The picture illustrates one of nine Remington assortments now ready for delivery. The display carton in royal scarlet and white and the individual gift boxes in royal scarlet with white border and gold crest, present a striking appearance.

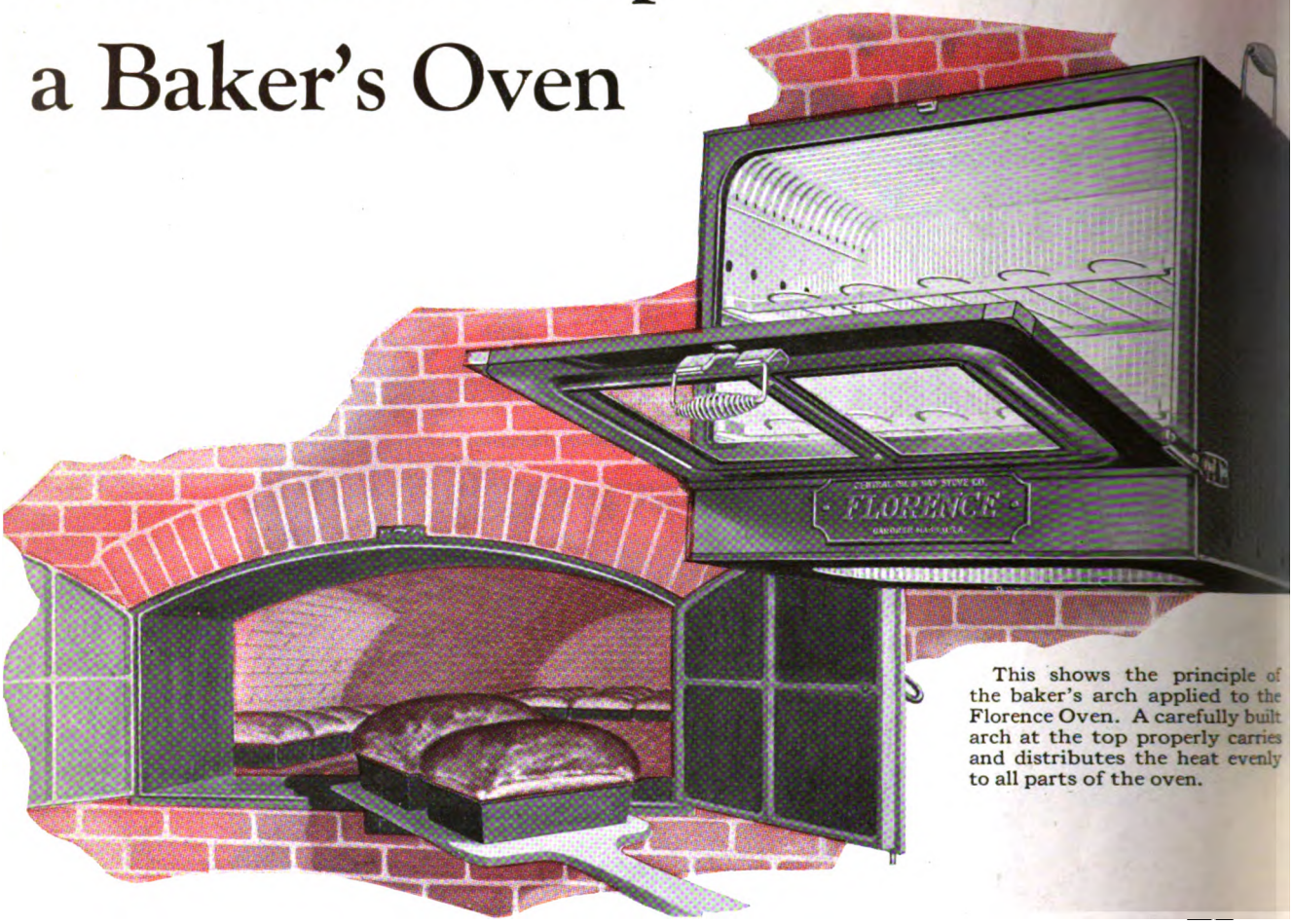
The knives are specially selected from new, clean, fresh stock. They are Remington's quick-selling patterns — just the styles that appeal strongly to the gift buyer.

Your jobber is prepared to supply you.

REMINGTON ARMS COMPANY, INC.
Established 1816
New York City

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An Arched Top Like a Baker's Oven



This shows the principle of the baker's arch applied to the Florence Oven. A carefully built arch at the top properly carries and distributes the heat evenly to all parts of the oven.

YOUR customers will get better results in baking and roasting with the baker's arch top, a feature of every Florence Oven. The top lining of the oven follows the design used in making the baker's brick oven in being curved at the corners.

This curve prevents "heat pockets" and turns the heat currents down and over upon the cooking. The heat is distributed evenly throughout the oven, and the most difficult things bake perfectly on both lower and upper grates.

Florence Ovens are made of the finest American blue copper steel. It is rust-resisting, stands up longer under heat than any other material tried, and is easy to keep clean.

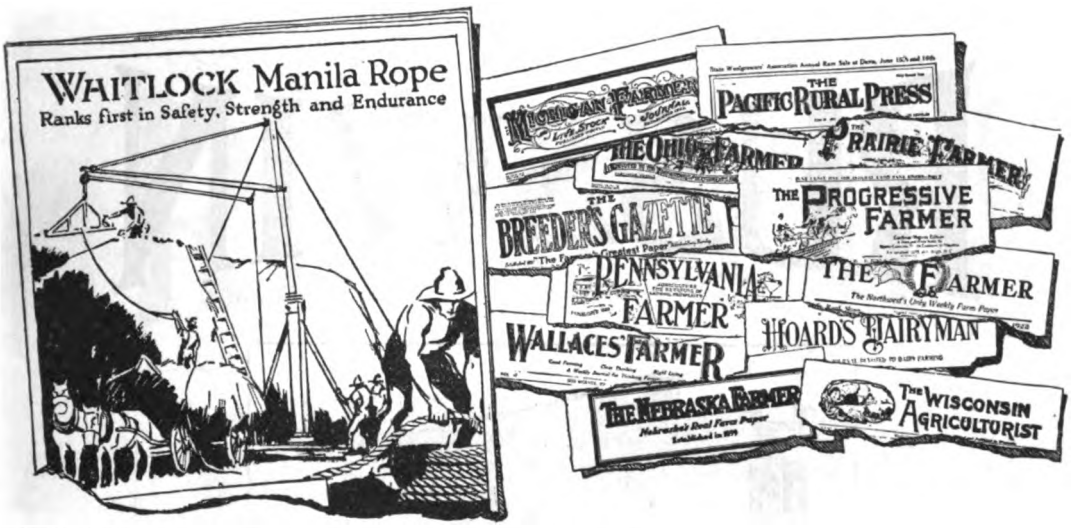
Write us for further information and prices.

CENTRAL OIL & GAS STOVE CO., 464 School St., Gardner, Mass.

Makers also of Florence Oil Cook Stoves, Tank Water Heaters, and Oil Heaters

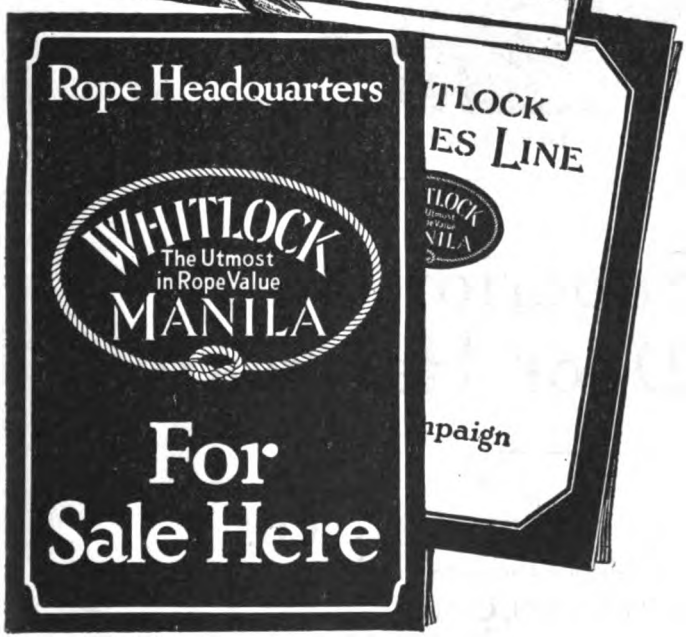
FLORENCE OVENS

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WHITLOCK secures business for its dealers





You have a right to expect the effective kind of sales help from your rope manufacturer which will bring customers into your store. You get it with Whitlock.

Glance at the influential group of farm papers shown above. Through these the Whitlock Message is being carried regularly—often by full page color ads—to two million farmers, convincing them that Whitlock spells safety and economy in rope language. They are seeking the store with the Whitlock sign. That store should be yours.

And another two million boat owners, builders and housewives are reading of Whitlock Rope and Clothes Lines in their favorite magazines—reading, believing, and buying from Whitlock Dealers not only rope but a thousand and one hardware and house-furnishing items.

You are invited to join the Whitlock Association for more profit, quick turnover and greater volume of sales. Just clip this coupon and mail it.

WHITLOCK CORDAGE COMPANY
46 South Street, New York

WHITLOCK CORDAGE CO.
46 South Street New York N. Y.

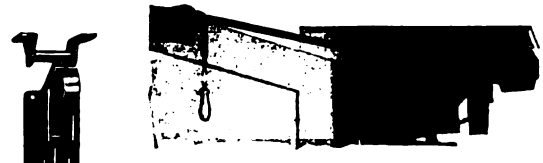
Please send information regarding your business building rope campaign for hardware dealers.

Name_____

Address_____

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RUSSWIN



Door Holder No. 2



No. 2, Without Shock Absorber



Door Holder No. 3, with Shock Absorber



Bolt
No. 1



Lock No. 200

Superior Garage Door Hardware

RUSSELL & ERWIN MFG. CO.

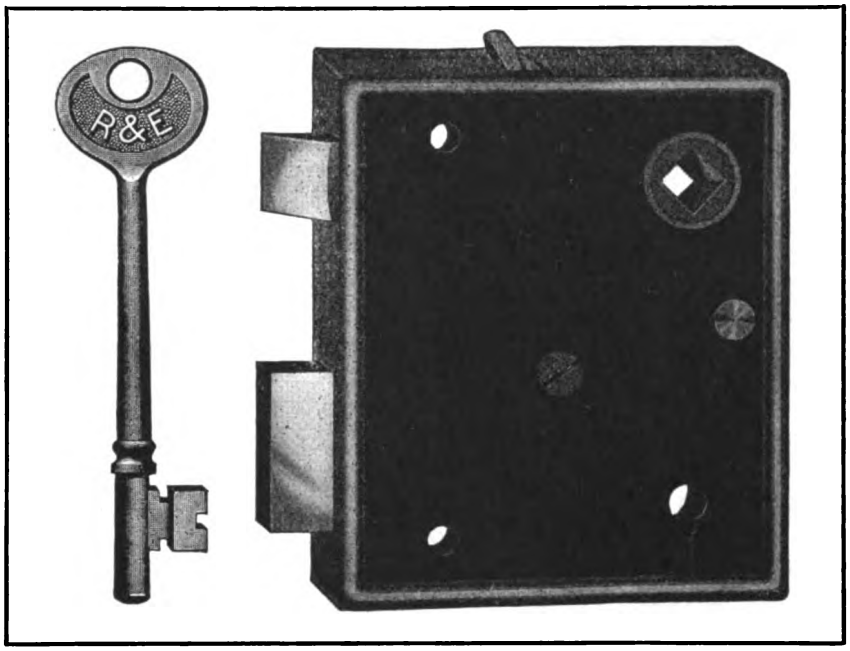
The American Hardware Corporation, Successor

NEW BRITAIN, CONN.

NEW YORK **SAN FRANCISCO** **CHICAGO** **LONDON**

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RUSSWIN



No. 4800
A New Wrought Steel Rim Knob Lock
INDESTRUCTIBLE

RUSSELL & ERWIN MFG. CO.
The American Hardware Corporation, Successor
NEW BRITAIN, CONN.
NEW YORK SAN FRANCISCO CHICAGO LONDON

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Hardware World

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Boatmen's Bank Building Broadway and Olive. St. Louis, Mo. | 502 Higgins Bldg. Los Angeles | 105 S. Houston St. Dallas, Texas | 220 Pacific Bldg. Vancouver, B. C., Can.

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It's Time to Think of ROASTER SALES



The Best Special We Have Ever Offered

Ordinarily we don't believe in using superlatives, but we must do so now in attempting to describe the enthusiasm of buyers everywhere over the new 16" Oval Roaster in "Old English Gray Ware".

Buyers tell us it is the best; the greatest; the biggest value ever offered them in household utensils.

There is hardly a store of the better class in the larger cities of the whole United States, which has not purchased this Roaster within the past 3 weeks.

Our stamping and enameling departments are working 24 hours a day to keep up with orders for this Roaster.

Write to your jobber or our nearest sales office today for details.

THE REPUBLIC STAMPING & ENAMELING CO.

CANTON, OHIO

BRANCH SALES OFFICES:

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New York, N. Y.
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Seattle, Wash.
T. D. McLean

302 Board of Trade Bldg.
New Orleans, La.
B. G. Evans

201 Douglas Bldg.
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Chicago, Ill.
B. H. Walsh

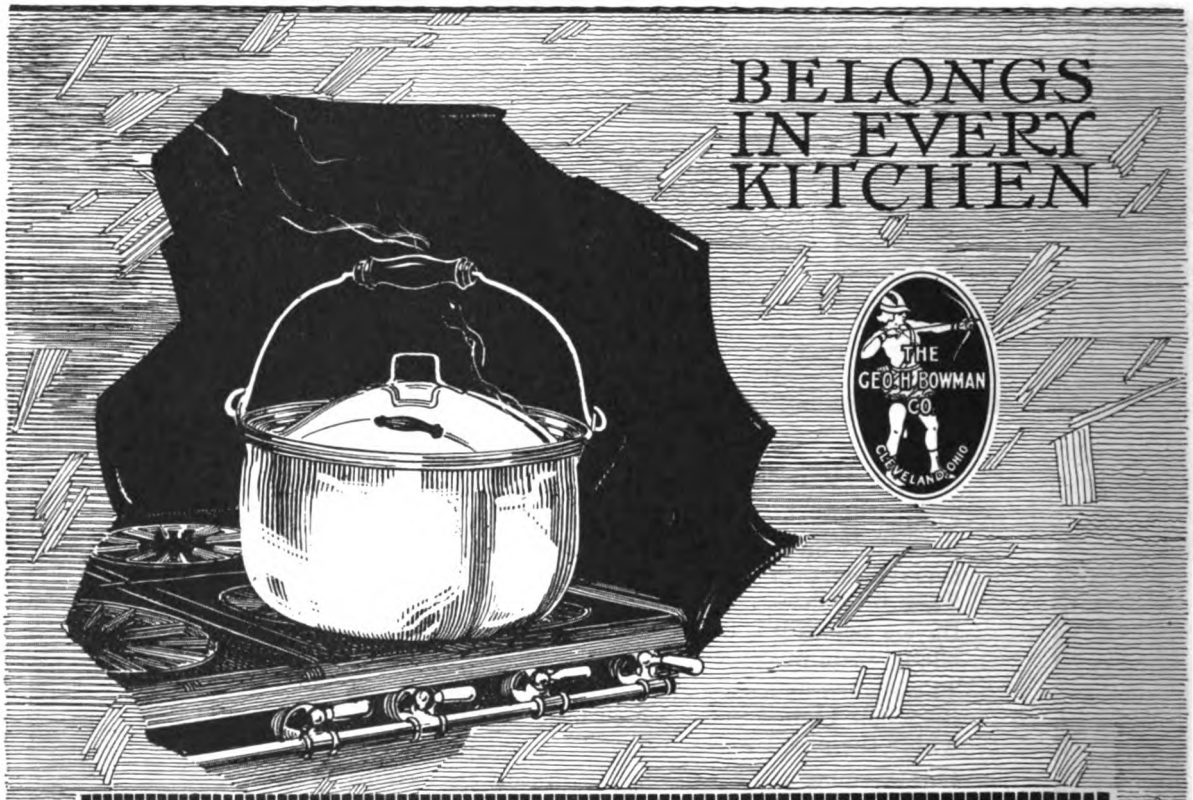
"Old English" Gray Ware



"Republic" White Ware

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SWISSALU



You Cannot Sell a Better Aluminum Utensil

And it will only require an initial order to make a favorable comparison

SAFETY OF GUARANTEE and **PROFIT TO YOURSELF** are as important as and include price, quality, and good workmanship. "Swissalu" Aluminum is a quality aluminum guaranteed 18 gauge, manufactured in U. S. A., in our own factory. The name "Swissalu" is never applied to light-weight utensils. The name is your customers' guarantee of quality.

No. 1522 — Berlin Kettle

18 gauge-notched ears retinned—Dome type cover Ebonized wood grip bail—Broad heating surface — Simple, beautiful design and finish — Sizes 3, 4, 5, 6, 8, 10, 12 quarts.

Write for Complete Catalog

THE GEO. H. BOWMAN CO.

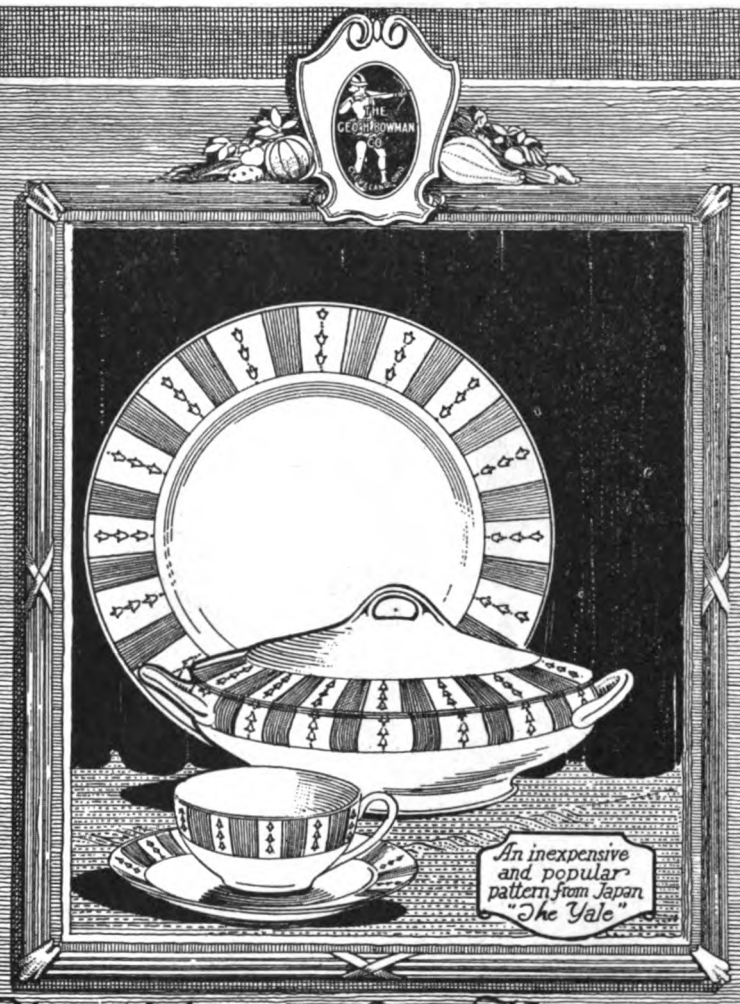
Manufacturers

SAN FRANCISCO OFFICE
86 Third Street

CLEVELAND, OHIO

CHICAGO OFFICE
17 N. Wabash Ave.

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China belongs in Every Hardware Store

Carry China in Open Stock

It gives you an opportunity to sell more—not only more China, but more of everything.

HERE'S HOW IT WORKS

Your customer buys six plates today; next week she buys tea cups and saucers, and the next a covered dish, and so on. The patterns are exclusive with you. She must come to you for replacements and additions to her set. Everytime she comes, she sees and buys something besides China.

For bringing women into your store, getting repeat business, and holding that business, sell China. *FOR GOOD PROFIT ON SMALL INVESTMENT* using small space, write us, and one of our salesmen will aid you to get your share of the 90% purchasing power of this nation into your store.

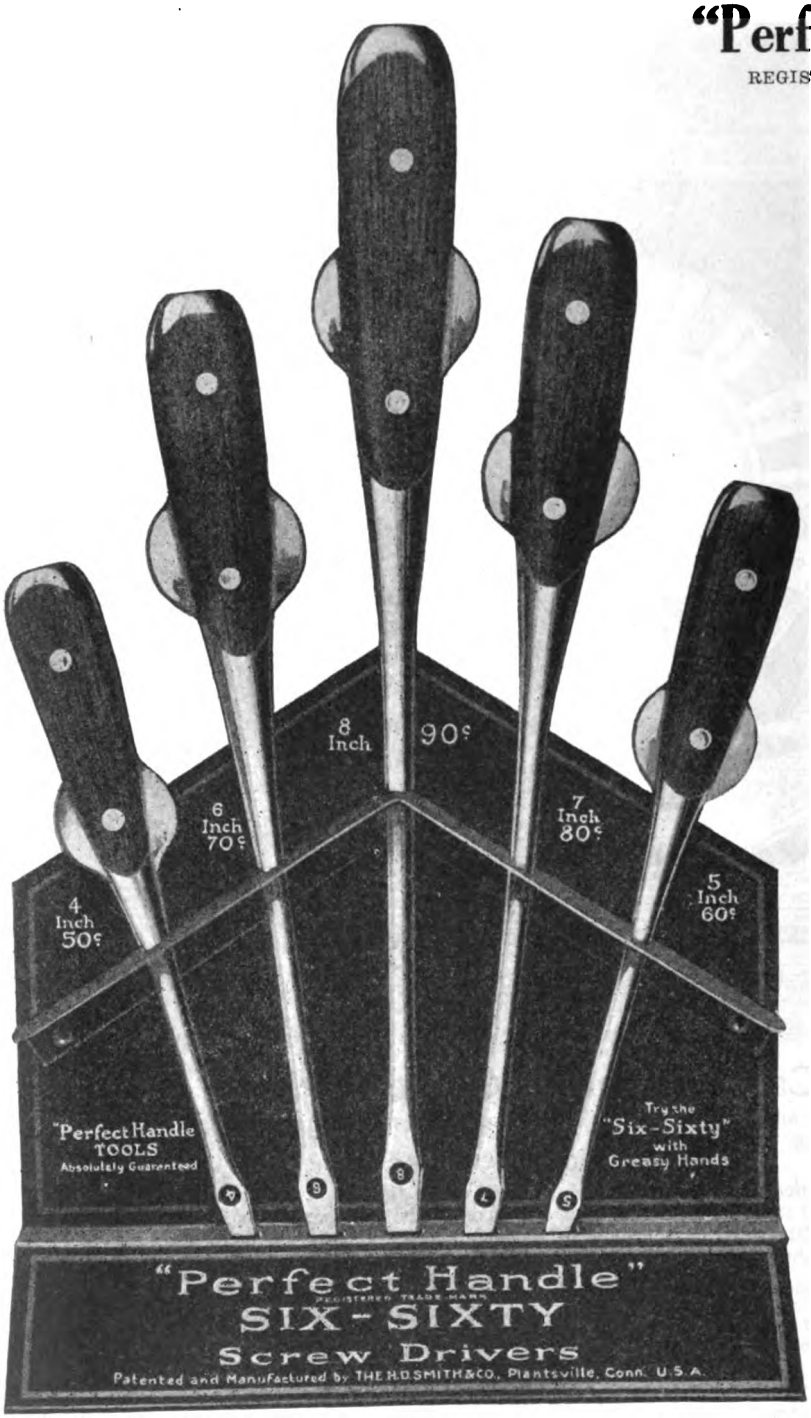
THE GEO. H. BOWMAN CO.

SAN FRANCISCO OFFICE
86 Third Street

MANUFACTURERS IMPORTERS
CLEVELAND, OHIO

CHICAGO OFFICE
17 N. Wabash Ave.

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"Perfect Handle"

REGISTERED TRADE MARK

A RETAILERS ASSORTMENT OF

"Perfect Handle" "SIX-SIXTY" Screw Drivers

CONSISTS OF ONE METAL DISPLAY STAND

(HANDSOMELY LITHOGRAPHED)

FREE

WITH

½ DOZ. EACH 4", 6" and 8"

¼ DOZ. EACH 5" and 7"

"Perfect Handle" "SIX-SIXTY" Screw Drivers

COST TO DEALER

$9.00

SUGGESTED RETAIL PRICE

$16.80

ASK YOUR JOBBER

Sole Manufacturers of "Perfect Handle Tools"

The H. D. SMITH & CO.

PLANTSVILLE, CONN.

Southern States Sales Representatives:
JOHN K. WILSON CO.,
5 Hopkins Pl., Baltimore, Md.

Pacific Coast Sales Representatives:
J. J. BROWN SALES CO.,
618 Am. Bank Bldg., Los Angeles, Cal.

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FOR THE XMAS TRADE



A useful gift for a Merry Christmas

Big business in December! Make your store a Christmas shopping center. There is a splendid Christmas line in the Disston line. There are Saws for grown-up men and Saws for boys and tools for everyone.

Fill your store and window with greens, wreaths, holly and DISSTON TOOLS. Let Christmas shoppers know you have ideas for holiday gifts. Trim up with red ribbon — colored paper — holly and a tree decorated with Disston Tools. You will attract attention, bring the shoppers to your store, make more sales and increase your December profits.

Get into the Holiday parade and sell Disston Tools for Christmas gifts. Make big sales in December.

Christmas and the Disston line will help you.

Henry Disston & Sons, Inc., Philadelphia, U. S. A.

A Special Leader for Your Holiday Display

The AMERICAN BOY SAW

Feature the American Boy Saw. It is a real Disston Saw for real Boys. Made in one size only—20-inch; 9-point; skew or straight back blade. Packed in special holiday box. Just the size and "hang" for boys. Made of the famous Disston-made steel. The handsome carved and polished hard wood handle is fastened to the blade with three brass screws. A Boy's Saw for man's work. A real Christmas present with all year 'round utility as well as fun for young men who work with their hands as well as their brains. Send for a supply of handsome two-color American Boy Saw circulars for use in your holiday season mail. Address Department 3.

DISSTON

SAWS TOOLS FILES

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ATKINS

SILVER STEEL SAWS



Saws for Christmas

Are you anticipating your wants this far ahead? You should be so that you will be sure to get the saws.

You know that an

ATKINS SILVER STEEL SAW

makes a very useful and practical Christmas gift. Any of the saws illustrated here put up in one of our attractive holly boxes makes a very desirable present.

Don't wait until December to place your order for Christmas Saws—do it now.

Write for window display material for a Christmas window trim. "Get your name in the pot in time."

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton Ontario

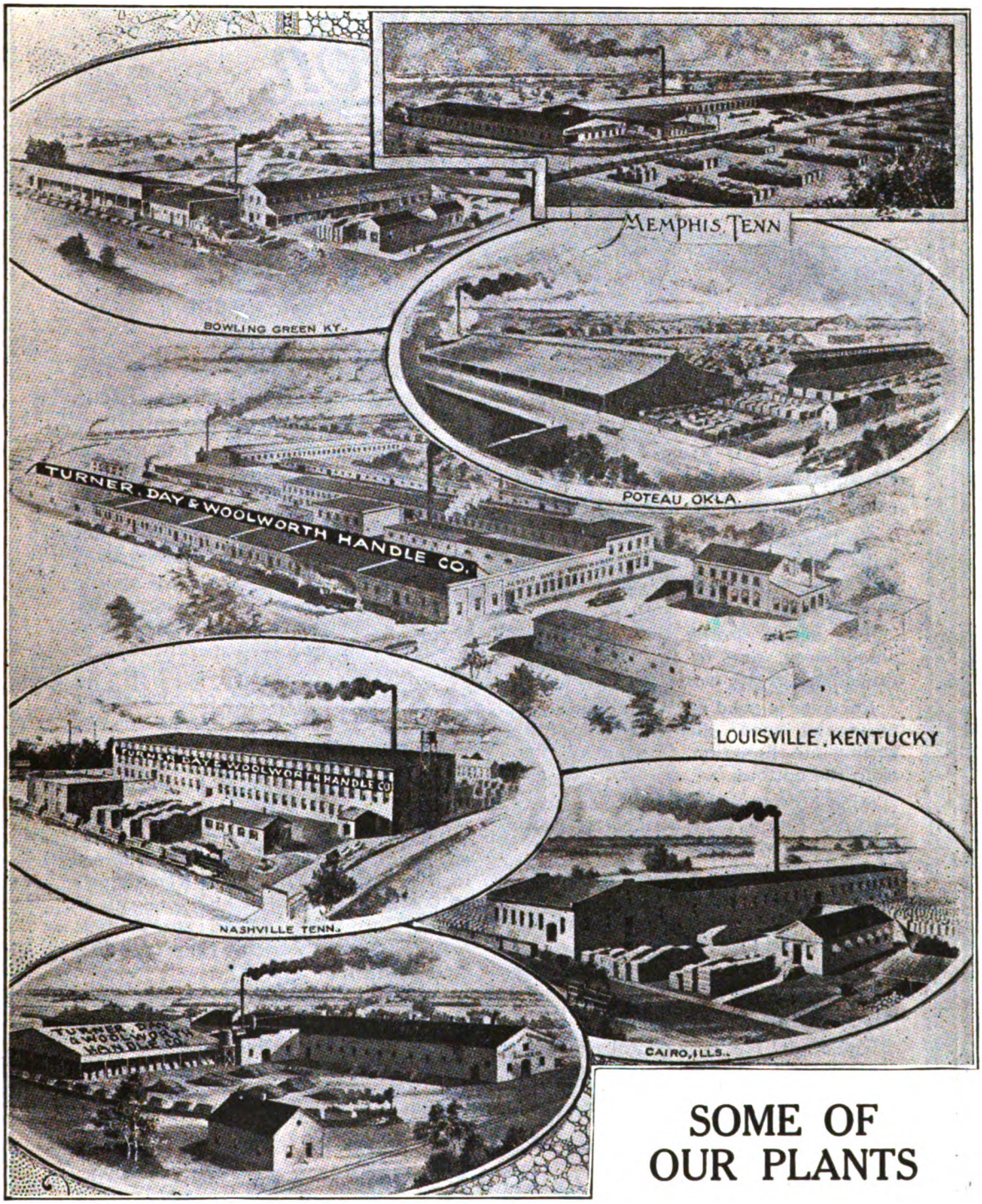
Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

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Look for the letters "T. D. & W." on the head of every handle you order from your Jobber



SOME OF OUR PLANTS

Turner, Day & Woolworth Handle Co. LOUISVILLE KENTUCKY

Since 1855

"We Handle the World"

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Sportsmen Like the *Remington*

Model No. 17—20 Gauge Pump Gun



Display Them—Sell Them

A POWERFUL small-bore gun, completely satisfying the insistent demand for a light-weight, man sized, 20 gauge Repeating Shotgun. *Browning's latest improvement in Shotguns.*

Fast in action, perfectly balanced—with graceful lines. Remington quality, guaranteeing uniformity, precision and satisfaction.

The action works with surprising smoothness, due to the scientific arrangement of the working parts.

Receiver is solid at the top and sides, preventing snow, dirt and twigs from getting into the action. Shells are ejected from the bottom.

Solid breech—hammerless and safety features. Simple takedown permits easy interchange of barrels.

Remington sales prove that sportsmen appreciate these and other features. The Model No. 17 has had a large sale right from its introduction.

Prove this to your own satisfaction. Display them in your Gun Cabinet. You will find your customers asking about them.

The Model No. 17 is chambered for a 2¾ inch shell. *A real man's load in 20 gauge at last!* Sportsmen have been eagerly awaiting such a load.

NATURALLY you can find this load in Remington Game Loads! It is ideal whenever and wherever a *long-range* load is necessary. Especially fine for Ducks, when they are wild and flying high.

Remington Guns and Remington Game Loads—the *right* shooting combination.

In Remington Game Loads the sportsman gets a *specific* load for a *specific* kind of game—tried, tested and proven. No more guesswork, experimenting or uncertainty.

You have the advantage of quick-selling—rapid turn-over—less investment and carrying charges—less overhead—a more complete stock—and assured customer satisfaction.

They are loaded in the famous Nitro Club Wetproof shells. Designed by Remington, made by Remington, guaranteed by Remington and backed by Remington's 60 years of leadership and integrity in manufacturing shells and ammunition. *Remington guarantees everything that goes into them.*

You carry loads only for the game hunted in your locality. You sell them by the name of the game hunted.

Make sure you have a complete stock. Cash in on Remington's complete merchandising campaign.



REMINGTON ARMS COMPANY, INC.

Established 1816

NEW YORK CITY

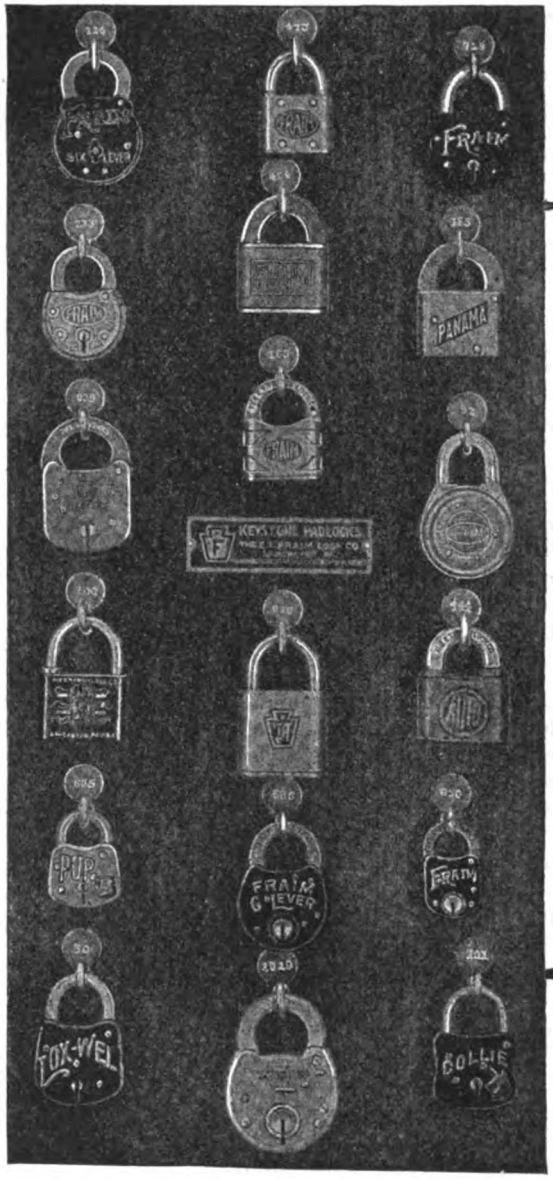
The authority in Firearms, Ammunition and Cutlery

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TRADE FRAIM MARK

Your Silent Salesman

Why Worry? Tho Display Board Makos Sales For You



Fraim Locks Are The Product of 40 Years Experience

These Silent Salesmen

cost you nothing after the first small expense. Fitted with various assortments for farmers, mechanics and automobile trade. Write us for full particulars. Send for Catalog No. 28, showing full line of Fraim Padlocks and Night Latches.

Building Record Sales

is what many dealers are doing. Why not let this Silent Salesman work for YOU? It always carries Fraim Locks well displayed. Always reminds your customer of his needs. It is always on the job for you.

DEALER DISPLAY BOARD No. 2510

Beautifully finished in natural woods, mounted and ready to hang

THE E. T. FRAIM LOCK CO., Lancaster, Penna., U. S. A.

Pacific Coast Representatives: Sanbern & Strombach, San Francisco, Los Angeles and Denver

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Help your customers to build satisfactory garage doors

EVERY man who comes into your store with a problem of purchasing hardware for a garage door will appreciate intelligent help from you. You can serve him, from the planning of a door to selling him the necessary hardware.

Our booklet, "McKinney Complete Garage Sets," is designed to give this help to your customers. Pages such as the one above present illustrations of swinging and sliding-folding doors for any width of garage entrances with simple plans for the hanging of the doors and illustrations of the hardware necessary for whatever type of door the customer may select.

The hardware is of superior quality—McKinney made. Every piece needed for a complete garage door installation is packed in a strong, neat box.

Think what that means to you! Every element of uncertainty is eliminated in the sale. Not a piece is missing. No time is lost in hunting up the various items. No overstocking of slow-moving parts.

Tie the McKinney Booklet to the counter. Place the McKinney Complete Garage Door Sets on your shelves. The service the booklet performs for your customer is reflected in the profit you derive from this fast-moving specialty.

We will gladly send you this valuable booklet on request. Ask your jobber for the McKinney Complete Garage Sets.

McKINNEY
Hinges and Butts and Hardware

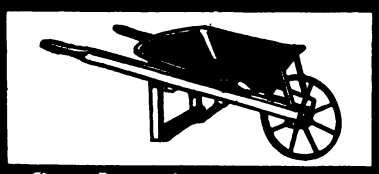
Also door hangers and track, door bolts and latches, shelf brackets, window and screen hardware, cabinet hardware, steel door mats and wrought specialties.

McKINNEY MANUFACTURING CO., PITTSBURGH
Western Office, Wrigley Bldg., Chicago — Export Representation

Pacific Coast Representative: JOHN T. ROWNTREE, Inc.
Los Angeles, San Francisco, Seattle, Salt Lake City, Denver

McKINNEY
Complete Garage Door Sets

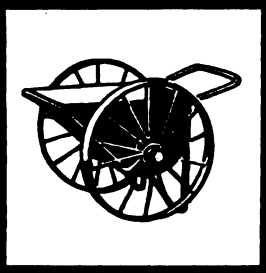
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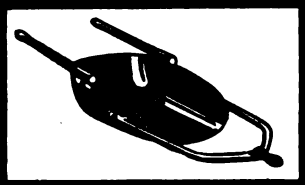
Pan American



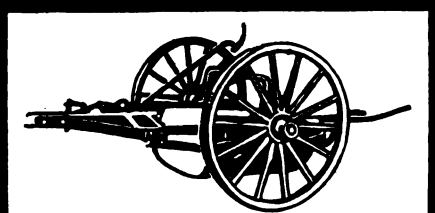
K&J Concrete



K&J Concrete Cart



Columbus Drag Scraper



K&J Pressed Bowl Wheeled Scraper

The "K & J"

The Line of Quality, Convenience and Profit

Quality, because it is the uniform product of a huge plant whose organization has been schooled in the craftsmanship of equipment building for more than forty years.

Convenience, because "K & J" standard methods of packing reduce warehouse and general handling expense to a minimum; and "K & J" interchangeability of parts takes care of extra parts sales.

Profit, because the "K & J" line is known and recognized as the standard for high quality all over the commercial world—its demand is established.

All "K & J" Steel Wheelbarrow Trays are made from "K & J" Special Alloy Steel, double annealed, which is highly rust resisting.

The Kilbourne & Jacobs Mfg. Co.

New York Offices, 120 Broadway

Connections in all parts of the world

Western Distributors — Messrs. Hughson & Merton, San Francisco — Seattle — Portland

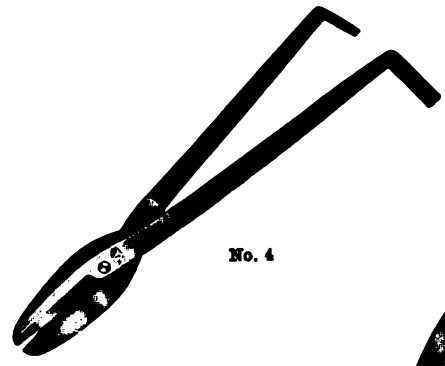
THE FOLLOWING WESTERN DISTRIBUTORS CARRY "K & J" EQUIPMENT IN STOCK:

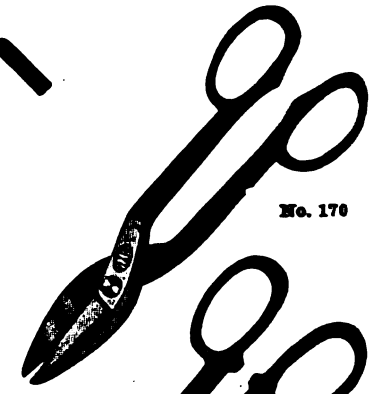
Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Whiton Hardware Company	Seattle, Wash.
Polson Implement Company	Seattle, Wash.
Hunt & Mottet Company	Tacoma, Wash.
Holley-Mason Hardware Company	Spokane, Wash.
Thomson-Diggs Company	Sacramento, Cal.
California Hardware Company	Los Angeles, Cal.
Harper & Reynolds Company	Los Angeles, Cal.
Ducommun Hardware Company	Los Angeles, Cal.
Dunham, Carrigan & Hayden	San Francisco, Cal.
Honeyman Hardware Company	Portland, Ore.
The Salt Lake Hardware Co	Salt Lake City, Utah

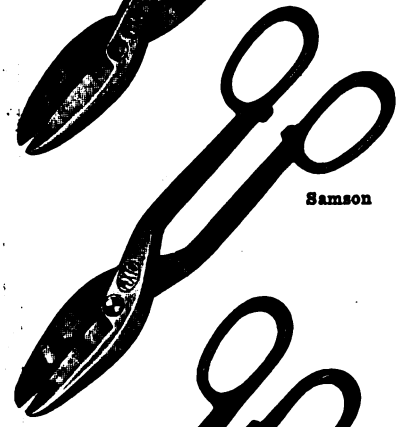
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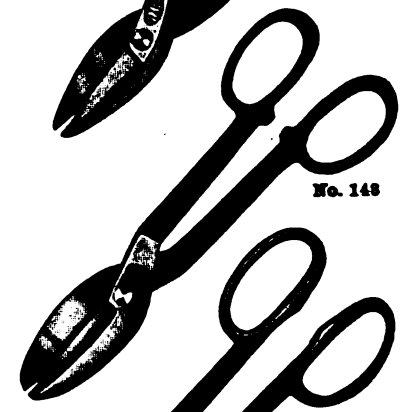
PEXTO
GUARANTEED
SNIPS


1819 Original

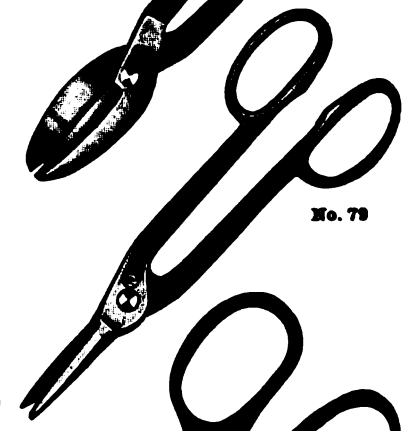

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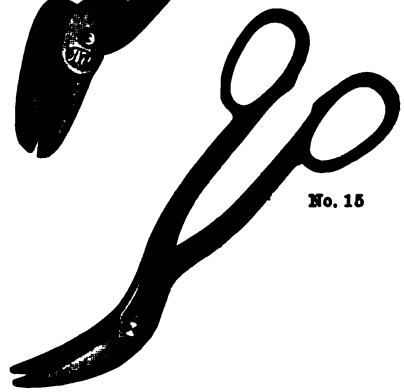

No. 170

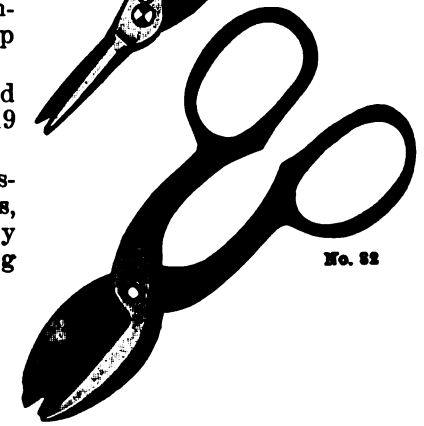

Samson


No. 148


No. 59


No. 79


No. 15


No. 82

Are You Getting Your Share of Snip Sales?

If you are not, it may be because you do not stock a large enough variety of styles.

There are more than a score of styles of PEXTO Snips in various sizes and finishes.

The 1819 Original is without question the highest grade snip made and is backed by more than a century of experience in snip manufacture.

The Samson Snip is second to none, excepting the 1819 Original.

There are uses and customers for all styles and sizes, and the attractive display board does most of the selling work.

PEXTO

WORTH WHILE TOOLS

THE PECK, STOW & WILCOX CO.

Southington, Connecticut, U.S.A.

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Padlocks are selling—the Sargent sells at first showing

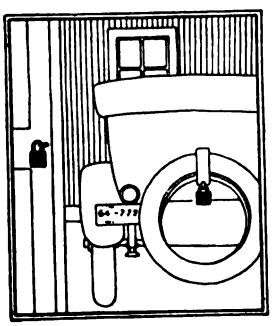


To Show the Sargent Is to Sell It

New Building activity is responsible for an unusual padlock turnover. Carpenters, builders, contractors need padlocks for tool boxes, tool houses, temporary shelters and doors. In and around new buildings or old—on cellar doors, cellar windows, chests, outbuildings and barns there is immediate need for padlocks. Motorists must have them to safeguard extra tires, tools and garage doors. The demand for better padlocks increases steadily and it's a demand worth attracting to your store.



Sell Sargent Padlocks and the bulk of this business will come to you. Show the Sargent to your customers. Point out its greater strength, durability, security and attractiveness. Suggest Sargent adaptability and its purse-pleasing price range. Increased profits and satisfied customers will prove that Sargent Padlocks are the best hustlers you could have in your store.



Sargent Padlocks are made in various sizes and styles with or without sturdy chains. Write today for interesting prices and information.

SARGENT & COMPANY

Manufacturers

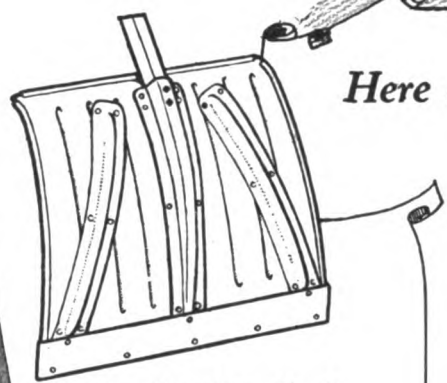
New York NEW HAVEN, CONN. Chicago

SARGENT
LOCKS AND HARDWARE

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Iron Horse Snow Shovels



Rear view of Iron Horse Shovels style No. 107-8. Note the three metal rib reinforcements — the rigid manner in which they are riveted in place, and how the wood handle is rigidly incased in the one in the center and then riveted.

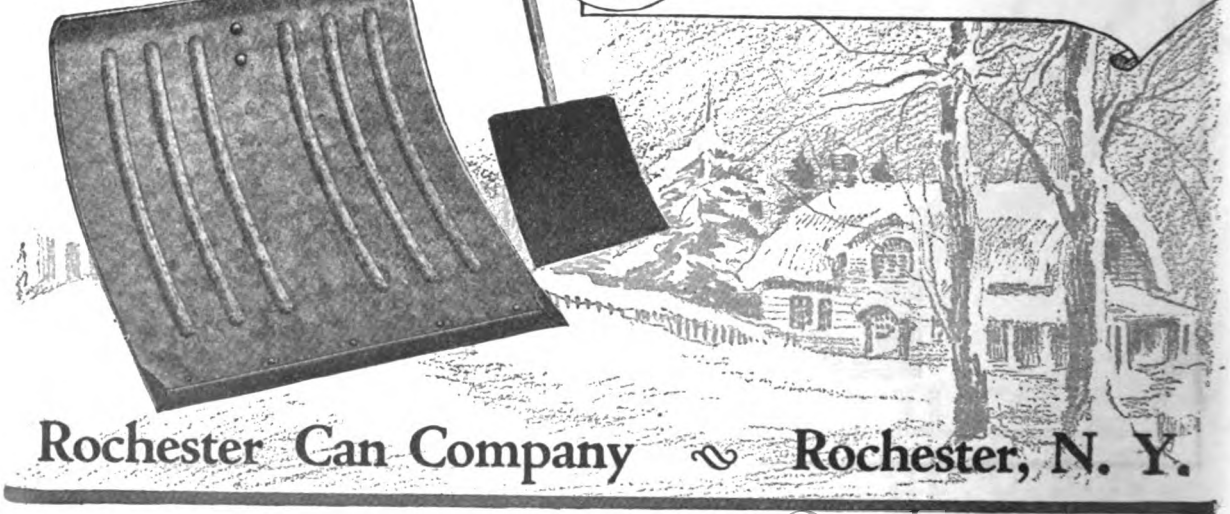
Here are two types of Snow Shovels your trade want

ONE built with a heavy gauge galvanized metal blade, reinforced at the back with three metal ribs, the end of the wood handle rigidly incased in the one in the middle—while the other type shovel is built with a steel blade and a single metal rib riveted to the back. Both types are big sellers.

And we build Snow Shovels of all sizes—for the kiddies as well as for the grown-ups.

Write for circular No. 130, showing Iron Horse Snow Shovels, all sizes.



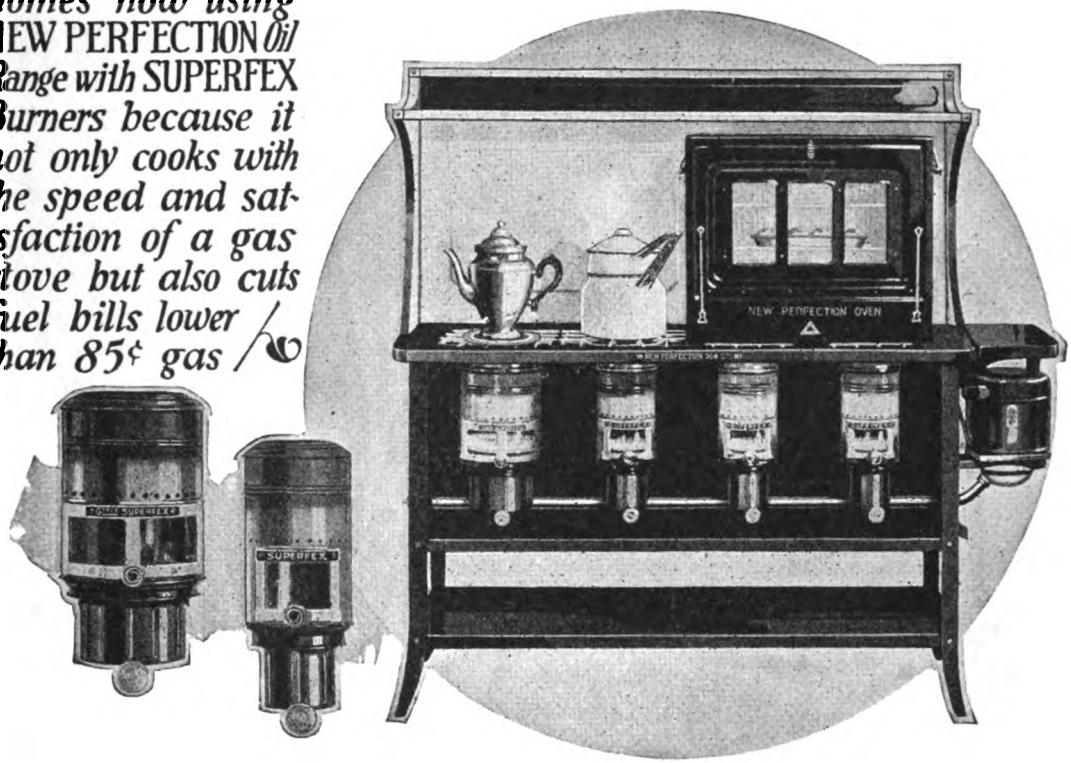


Rochester Can Company — Rochester, N. Y.

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popular for City Use

Thousands of city homes now using NEW PERFECTION *Oil Range with* SUPERFEX *Burners because it not only cooks with the speed and satisfaction of a gas stove but also cuts fuel bills lower than 85¢ gas*



Super-Sales Features of the New Range

1. Cooking speed of the giant gas burner—in the Giant SUPERFEX Burner.
   Cooking speed of the standard gas burner—in the standard size SUPERFEX Burner.
2. Abundant heat that is absolutely clean and odorless.
3. Greater economy and reliability of cooking with all grades of kerosene oil.
4. Operating convenience, cleanliness and new time-saving features.
5. Handsome, sturdy, long-lived stove with higher and bigger Aladdin Quality Porcelain Enameled Cooking Top, and new base shelf for utensils.
6. One Giant and 3 Standard SUPERFEX Burners.
7. A new (more beautiful) Gray Enamel finish on all chimneys.

New Oil Range Has Big Year Round Demand From City, Suburbs and Farm

THE marvelous performance of the SUPERFEX Burner has placed this latest New Perfection in the front rank as the ideal cook stove for year 'round use, everywhere.

"New oil range for city use—cooks with all the speed and satisfaction of a gas stove, at a fuel cost lower than gas at 85 cents a thousand and much cheaper than electricity"—that is what our year 'round advertising tells readers of the big national magazines. Housewives are also told to "see the New Perfection dealer for a demonstration."

Backed by this year 'round advertising, New Perfection dealers are finding a steady fall and winter demand for New Perfection Oil Ranges—and Ovens, too.

The world-famous 30 line of New Perfection Oil Stoves with Blue Chimney continues to be the most popular at its price

THE CLEVELAND METAL PRODUCTS CO.
Also Makers of PERFECTION Oil Heaters and ALADDIN Cooking Utensils.
7430 Platt Avenue **Cleveland, Ohio**

NEW PERFECTION *Oil Range with* SUPERFEX *Burners*

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Send for this NEW Set of

Tool Chest Display Cards

6 Cards, each with a specific selling appeal—
Size 13x18 inches—9 Lithographed Colors

"His Hobby"
"Christmas Gifts"
"Wedding Gifts"
"Doping It Out with Dad"
"Pals"
"Furnishing the Home"

If you WILL USE THEM they are yours for the asking. Send NOW, so as to stimulate your sales of Stanley Tool Chests

Ask for "Display Set, No. J-7"

THE STANLEY RULE & LEVEL PLANT

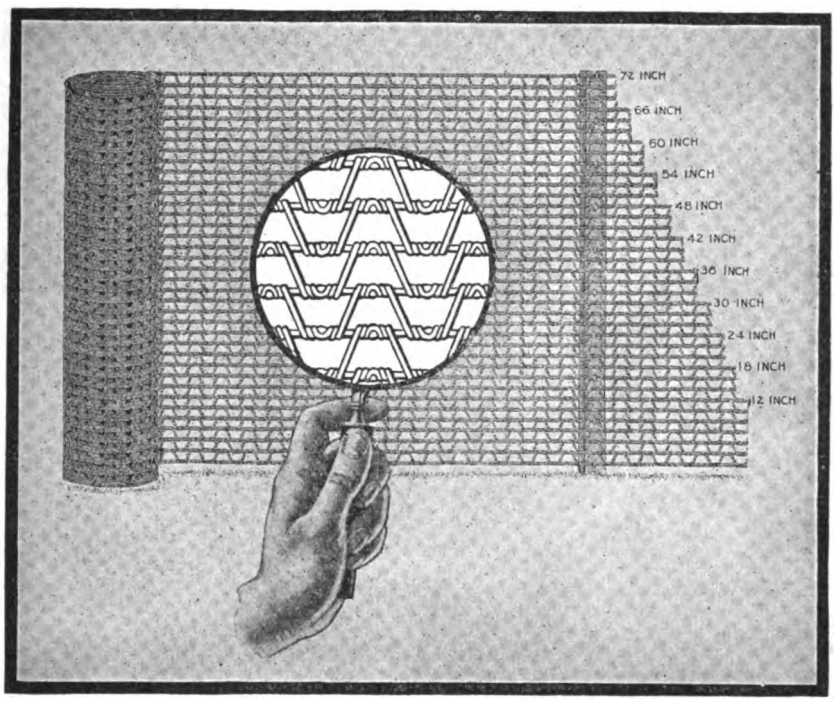
The Stanley Works, New Britain, Conn.

New York Chicago San Francisco Los Angeles Seattle
Manufacturers of Wrought Hardware and Carpenters' Tools

STANLEY

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U. S. Poultry Netting



Capitalize Our Manufacturing Success Into Your Dealer's Profit

U. S. Poultry Netting fills that long felt want and need in wire netting. Fence-like in construction principle, it cannot bag or sag; requires neither baseboard nor top rail; requires fewer posts and will not narrow when tightly stretched.

U. S. Poultry Netting is not a WOVEN but an INTERWOVEN FENCE. Note carefully the type of twist (a double reinforced joint at each point of intersection, which makes it very stiff and rigid.) Through this style of manufacture there is no possibility of long or short wires, irregular size or shape meshes.

Highly practical for tennis court enclosures, tree guards, trellises, flower bed guards, screen work in motion picture industry, partition screens in factory stock rooms. Especially valuable as protection against rabbits and extensively used in stucco reinforcing.

U. S. Netting is handled by representative Jobbers throughout the country, and is carried in stock on the Pacific Coast as follows:

MARSHALL-WELLS COMPANY, Portland, Seattle and Spokane
MARSHALL-WELLS COMPANY, care De Pue Warehouse Company, San Francisco
MARSHALL-WELLS COMPANY, care Los Angeles Warehouse Company, Los Angeles
SALT LAKE HARDWARE CO., Salt Lake City, Utah
WESTERN METAL & SUPPLY CO., San Diego, Cal.
PRATT-GILBERT CO., Phoenix, Arizona

MANUFACTURED EXCLUSIVELY BY

Indiana Steel & Wire Co., Muncie Ind.

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COLUMBIAN

Tape – Marked

PURE MANILA ROPE



EVERY FOOT OF THIS ROPE IS ABSOLUTELY GUARANTEED BY A RED, WHITE AND BLUE "TAPE-MARKER" WHICH CAN BE FOUND THROUGHOUT ITS ENTIRE LENGTH.





Trade-Marked Goods Excel

This is true of all merchandise and is proof of superiority.

The Columbian ***Tape-Marker*** represents the most tangible method of Trade-Marking rope.

Insist on its presence in the next rope you buy.



COLUMBIAN ROPE CO. AUBURN, N.Y.

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WICKWIRE SPENCER

Everything in wire to be found in the best stocked hardware store is made by Wickwire Spencer Steel Corporation. Here is a list of some of the items which have Wickwire Spencer quality all the way from the mines to finished product:

Arches, Trellis

Baskets, Wire
Bathroom Fixtures
Bright Wire Goods

Cloth, Diamond Mesh, Square Mesh, Double Crimped
Cloth, Wire, Brass, Bronze, Copper
Cloth, Wire, for Conveyor Belts and Drying Machines
Cloth, Wire, Iron and Steel
Cloth, Wire, Window Screen
Clothes Line, Wire
Cord, Sash and Telegraph

Drill Rods, High Speed, Carbon, etc.

Fence, Chain Link Factory
Fence Clamps
Fence, Ornamental Iron Picket
Fence, Poultry and Rabbit
Fensetz
Flat Cold Rolled Steel

Garment Hangers, Tinned and Enameled
Gates, Iron Picket and Grille
Grilles, Wire and Perforated Metal
Guards, Flower Bed, Lawn Border
Guards, Fruit Tree
Guards, Machine, Window, Stall, etc.

Kitchen Goods, Tinned and Enameled

Lath, Wire

Mats, Wire
Music Wire

Nails
Netting, Fish Trap
Netting, Glass
Netting, Locomotive
Netting, Poultry

Ornamental Iron and Wire

Pea Trellis
Perforated Metals
Picture Cord
Pig Iron
Plant Supports
Posts, Fence and Fittings
Poultry Fence and Netting

Riddles, Foundry
Rubbish Burners

Screens, Bank
Screens, Mining, Sand, Coal, Gravel
Screens, Welded
Screw Stock
Sieves, Wire
Sifters, Wire
Springs, Cold and Hot Wound
Springs, Compression, Extension, Torsion, etc.
Springs, Flat and Round Wire
Staples
Stone Wire
Straight Line Poultry Fence
Strainers, Conductor Pipe and Eaves Trough

Tacks
Thimbles, Wire Rope
Tow Lines, Automobile and Truck
Tree Guards
Trellis

Welded Fabric
Welded Sheathing
White Enameled Goods
Wire, Fence
Wire, Flat Cold Rolled
Wire Forms
Wire Goods
Wire, Low and High Carbon, Round, Flat and Shaped
Wire Rods
Wire Rope
Wire Rope Fittings
Wire, Round and Odd Shaped

Wickwire Spencer Steel Corporation

Liggett Building, 42nd St. and Madison Ave., New York

Worcester Buffalo Detroit Chicago San Francisco

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No Kitchen

is complete without this Magnetic Cloth, and as a magic wonder it is demanded everywhere.

It has a hundred every day uses and every woman that enters your store is a prospective purchaser.



Dealers—

This Magnetic Cloth is one of the most useful domestic helpers ever made. It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. Also cleans Vegetables, such as new potatoes, sweet potatoes, carrots, parsnips, etc. And for cleaning Bath Room furnishings it has no equal.

Its sale brings you a good profit.

If your Jobber cannot supply you, write today for a trial gross

MANUFACTURED BY

John W. Gottschalk Mfg. Co.

LEHIGH AVE. AND MASCHER ST. PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

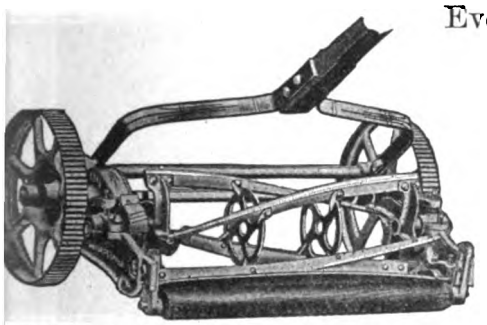
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Now's the Time —and Here's the Line

of the Most Popular and the Highest Grade Lawn Mowers in the world

GENUINE "PHILADELPHIA"

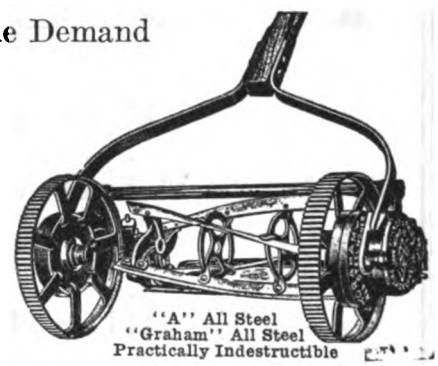
The most perfect in material and construction, and have been now for over 53 years — all of these years being devoted by the makers to a specialized study of Lawn Mowers and nothing else.



Style "E"—Four Blades Removable Box Caps

Every Year Finds the Demand Greater.

Think of a lawn mower that has given such genuine satisfaction for over 53 years that every year finds a greater demand for it.



"A" All Steel
"Graham" All Steel
Practically Indestructible

To supply the constantly increasing demand we are making the

GENUINE "PHILADELPHIA" Lawn Mowers in

18 Styles HAND
4 Styles HORSE
3 Styles MOTOR

All strictly the Highest Grade made.

A Mower for every purpose.
Are you ready to supply them?

Largest Makers of High Grade LAWN MOWERS in the World

Send for Catalog and Discounts NOW

MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates, and like our Hand and Horse Mowers, the GENUINE "PHILADELPHIA" are the very finest that can be produced.



Write for FOLDER giving details

MOTOR Mowers, 30-inch Walking Type, 30-inch Riding Type, 40-inch Riding Type Combination Lawn Mower and Lawn Roller

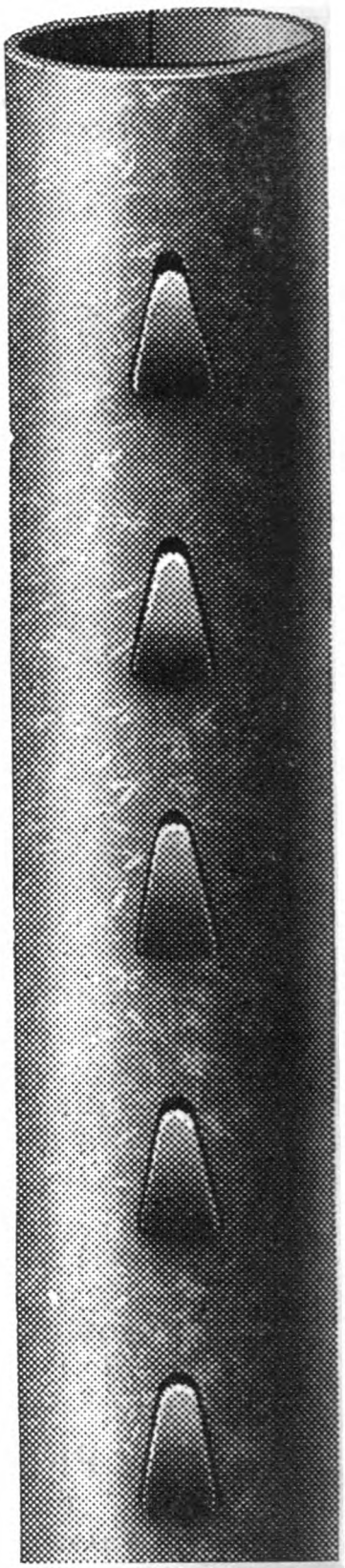
The Philadelphia Lawn Mower Co.

31st and Chestnut Streets, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, Selling Agents

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AMERICAN
Galvanized Steel
FENCE POSTS



For use with wire fence of all kinds

20 YEARS OF ACTUAL SERVICE IS CONVINCING PROOF OF THE LASTING QUALITY OF OUR GALVANIZED POST

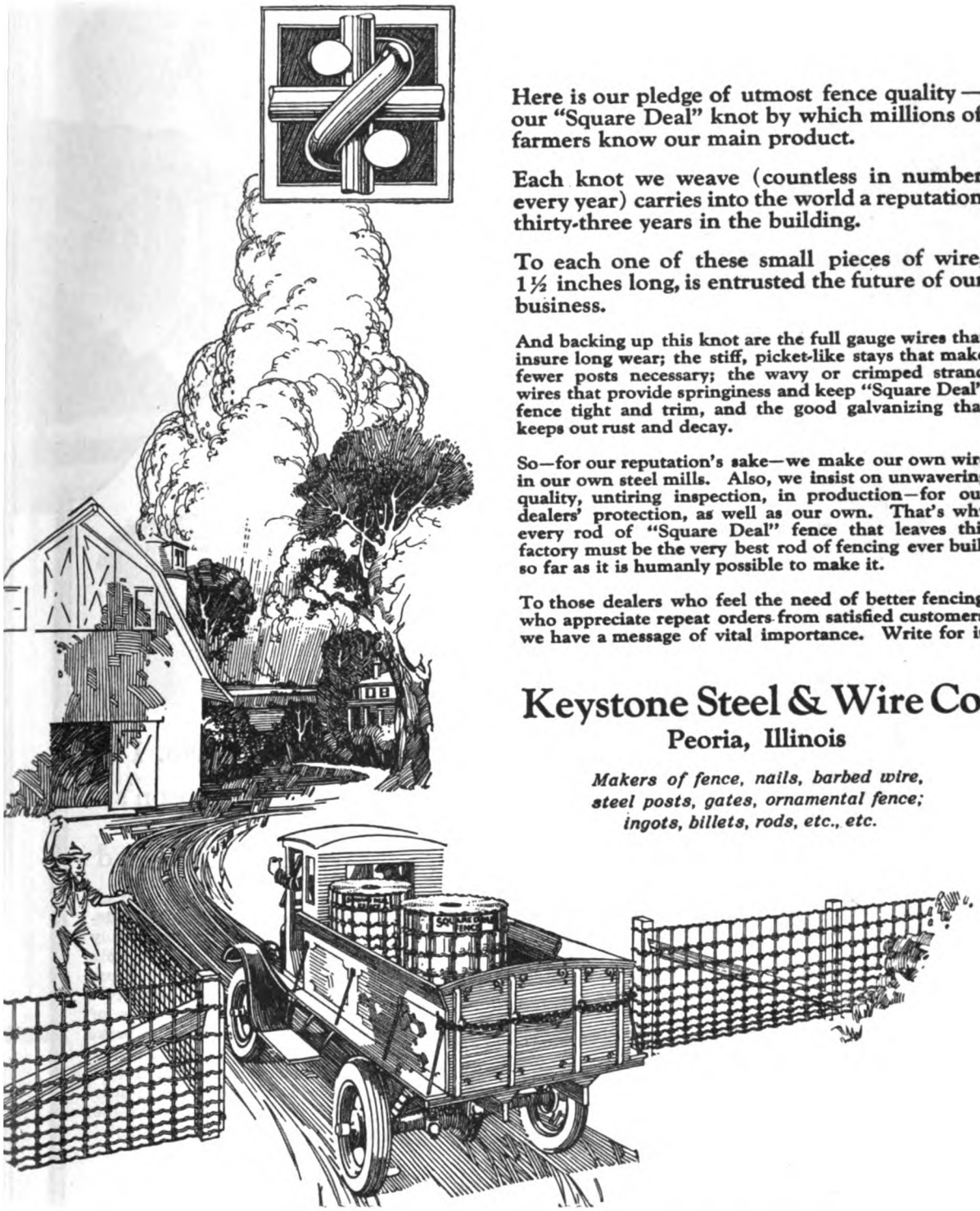
EVERY ROD OF FENCE REQUIRES A POST

United States Steel Products Co.

Rialto Building, - - - - - SAN FRANCISCO, CAL.
Jackson St. and Central Ave. - - LOS ANGELES, CAL.
Sixth and Alder Sts. - - - - - PORTLAND, ORE.
4th Avenue South and Conn St. - - SEATTLE, WASH.

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Square Deal Fence



Here is our pledge of utmost fence quality—our "Square Deal" knot by which millions of farmers know our main product.

Each knot we weave (countless in number every year) carries into the world a reputation thirty-three years in the building.

To each one of these small pieces of wire, 1½ inches long, is entrusted the future of our business.

And backing up this knot are the full gauge wires that insure long wear; the stiff, picket-like stays that make fewer posts necessary; the wavy or crimped strand wires that provide springiness and keep "Square Deal" fence tight and trim, and the good galvanizing that keeps out rust and decay.

So—for our reputation's sake—we make our own wire in our own steel mills. Also, we insist on unwavering quality, untiring inspection, in production—for our dealers' protection, as well as our own. That's why every rod of "Square Deal" fence that leaves this factory must be the very best rod of fencing ever built so far as it is humanly possible to make it.

To those dealers who feel the need of better fencing who appreciate repeat orders from satisfied customers, we have a message of vital importance. Write for it.

Keystone Steel & Wire Co.

Peoria, Illinois

Makers of fence, nails, barbed wire, steel posts, gates, ornamental fence; ingots, billets, rods, etc., etc.

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Beautiful Lawns

Contribute more towards the making of beautiful homes than any other one thing.

Thompson's Adjustable Sprinkler Heads are making more beautiful lawns than all others. The simplicity of operating (note the valve) makes it possible for any member of the household to water the lawn efficiently.

They are sold through the wholesale hardware and plumbing supply trades.

If your jobber can't supply you, send us your order, giving jobber's name, and you will be supplied.

THOMPSON MANUFACTURING CO.
EIGHTH STREET AND SANTA FE AVENUE, LOS ANGELES



This is No. 115
Thompson's Adjustable Sprinkler Head

They are individually adjustable to throw any desired spray, by merely turning the brass core with a wrench. These heads are giving perfect service on hundreds of estates and public parks and on thousands of private residential lawns. The construction is practically indestructible. Made for standard ½" pipe connection.

Send for Folder.

Thompson's *California* *Lawn* Sprinklers

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Boyco Quality Ware Is Built For Service

In Boyco Galvanized Ware the appearance is indicative of the high quality maintained throughout in every Boyco product. The ware is made from heavy black iron sheets of great durability and hot-galvanized after all construction is complete, which insures long life under hard usage. There are no cracks or raw edges to invite rust and consequent leakage and to make handling dangerous.

The Boyco method of hot-galvanizing and brushing after construction is completed leaves a surface bright and smooth.

If you are not acquainted with Boyco Galvanized Ware, it will pay you to place a trial order with your jobber. You will find that sales will not only increase but that every customer will be permanently satisfied.

BOYLE MANUFACTURING CO.
5100 Santa Fe Avenue
LOS ANGELES - - CALIFORNIA

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"The Box With the Steady Cold Wave"



BALDWIN
Dry Air Refrigerators

Listen to This One!

From One of Our Customers

The "SANITAS" a Wonder

The "SANITAS" Refrigerator which we purchased of you a few weeks ago is a wonder, and rightly named because of its Sanitary conditions.

We have always used the Baldwin Refrigerators and found them most satisfactory, but the "SANITAS" is the best of all and a great ice saver.

If you want an agency that makes little work, good profits and will grow, spend a cent for our catalog.

The Baldwin Refrigerator Company

Burlington, Vermont

Stock Carried by HEYMAN-WEIL CO., San Francisco, California

C. H. SMITH
Western Representative
817 South Saint Andrews Place
Los Angeles, Calif.

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ALL THAT THE NAME IMPLIES



Trade MADEWELL Mark

Garbage Cans

Made in Both Plain and Galvanized

It's easy to point out the superiority of Madewell Garbage Cans to your customers:

1. Deep drawn tight-fitting cover.
2. Galvanized reinforcing wire around the top.
3. 26-gauge body with heavy reinforcing swedge.
4. Vent holes, allowing free circulation under can.
5. Galvanized handles that fit the hand.
6. Heavy leak-proof bottom.

Write for New Folder which describes the cans in detail

The Madewell Line is a PROFITABLE LINE FOR YOU

Holiday Gifts of Utility — for Him

Wife, sister and mother come to your "Gifts of Utility" store and ask you to suggest a present for the man or boy. They know yours is the man's store.

Camping equipment always gives a man a big thrill, especially in the dead of winter. This stove and cooker are well made, moderately priced, pay a good profit and make friends for the dealer. Ask for our special folder.

Collapsible Camp Stove

A complete range, just as you see it. Has roomy oven, four lids, damper, and collapsible pipe. Note the small space occupied when it's folded up. Easily and quickly set up and perfectly rigid when ready for cooking. A ready seller to auto campers.

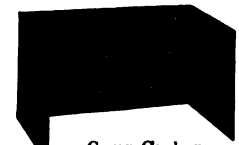


Closed



"Madewell" Camp Cooker

Heavy wire grill with three side sections of sheet metal to give control of fire and keep dirt out of the food. Folds up into a flat, compact, easily carried package, which can be put under the cushion of either seat. The blackened surfaces fold inside.



Camp Cooker Set Up



Camp Cooker Closed

Order Through Your Jobber or Write Us if He Can't Supply You

MADEWELL PIPE & CULVERT WORKS E. 12th St. and 25th Ave., Oakland, Cal.

— If it's MADEWELL it's well made

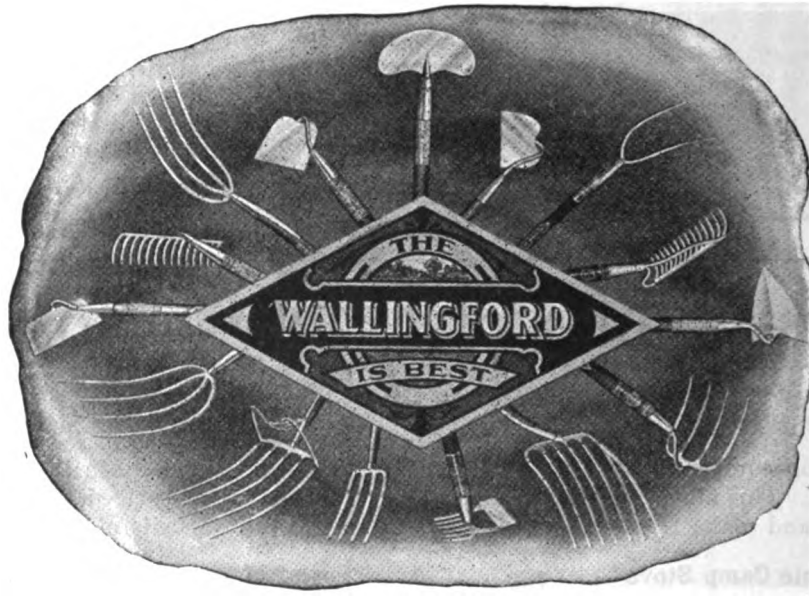
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Rocky Mountain Distributors of

WALLINGFORD
FARM AND GARDEN TOOLS

A COMPLETE LINE



HIGH QUALITY CAST STEEL

CAREFULLY TEMPERED AND TESTED

SELECTED HANDLES EXTRA FINISHED

WALLINGFORD STEEL GOODS

Are made in a Modern Factory devoted exclusively to the manufacture of Farm and Garden Tools; a large and complete line produced under ownership management, assuring the highest type of goods in Design, Quality and Finish.

Write for Prices Today

THE TRITCH HARDWARE COMPANY

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President

Jobbers

C. E. BARE
Vice Pres.

Denver, Colorado

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63 FIRST ST. DOUGLAS 4112
SAN FRANCISCO
CALIF.

BRUSHES

WHOLESALE EXCLUSIVELY
FOR EVERY PURPOSE

FOSS-SET
GUARANTEED
USE IN ANYTHING
SINCE 1851

Twenty years ago we began to hear about "Set in Rubber" Brushes. Ten years ago they were greatly in demand on account of their superiority over the old Cement-Glue and Pitch Set Brushes, as the "Kant-Kum-Out" was a great improvement over the old settings.

But constant use has demonstrated that in vulcanizing the rubber with sufficient heat for the required time, that the bristles could not stand the heat and retain their elasticity, as the natural oil of the bristle was all baked out, leaving the bristle dry, brittle and lifeless.

KING COLE **BRUSHES** FOSS-SET

are not burned lifeless. The natural life and flexibility of the bristle is retained and are "GUARANTEED for use in ANYTHING," a guarantee never before put on any brush in any setting by any manufacturer. They are "GUARANTEED" by one of the oldest and best brush manufacturers in the "WORLD" and will be sent to any responsible and legitimate merchant "Parcel Post Paid" by "KING COLE BRUSH CO., INC." If not satisfactory, either before or after using, you can return via Parcel Post at my expense.

BETTER BRUSHES — *King Cole* — BIGGER VALUES

Electric Appliance Company

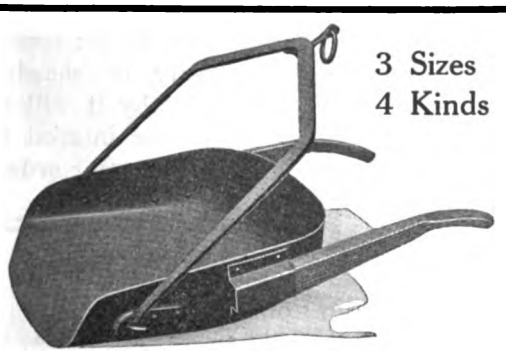
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Fan Motors	Heating Devices
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Tires—Tubes—Ford Parts
Genuine Crank Shaft and Connecting Rod Bearings, Etc.

ALSO TRUCKS BARROWS ETC.



3 Sizes
4 Kinds

LANSING COMPANY
San Francisco, California

COLDWELL Lawn Mowers

Coldwell quality has stood the test of 50 years — it satisfies your customer.

Coldwell guarantee is free of tehnicalities—it is your protection.

Coldwell prices, discounts and terms are right — they assure you a profit.

NOW IS THE TIME TO ARRANGE FOR YOUR 1923 COLDWELL STOCK

H. V. Carter Motor Company

Distributors

52 BEALE ST. - SAN FRANCISCO

Full line of Power, Horse and Hand Machines, also repair parts carried in San Francisco.

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General Machinery & Supply Company

Including additions we are now making to our stock we will shortly have on hand a complete supply of General Hardware and Tools for all classes of trade. At present we carry one of the most complete stocks in San Francisco and are headquarters for —

MACHINISTS AND MACHINE SHOP SUPPLIES

CONTRACTORS' EQUIPMENT

VALVES, PIPE AND FITTINGS

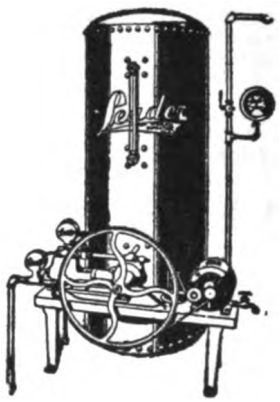
HANDLES, SHOVELS AND WASTE

BELTING AND PACKING

GENERAL MACHINERY & SUPPLY COMPANY
39 Stevenson Street
San Francisco, California

Trade Leader Mark

WATER SYSTEMS

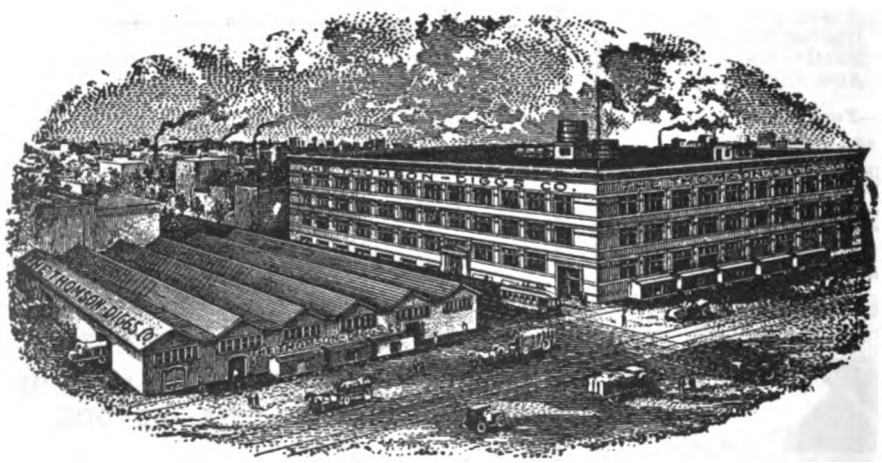


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PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing — Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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Crown Oil Cooking Stoves

Place Orders NOW for Spring Delivery

Buy an Oil Stove



But Cook With Gas

The wonderful Patented KEROGAS Burner gives you a perfect gas flame by mixing the kerosene with air and turning it into gas. It concentrates a double flame just where you want it—under the cooking utensils—and is always under instant control. You can have the heat low, moderate or intense, just as you choose.

The cheapest fuel you can buy—and the most economical, as every particle is used.

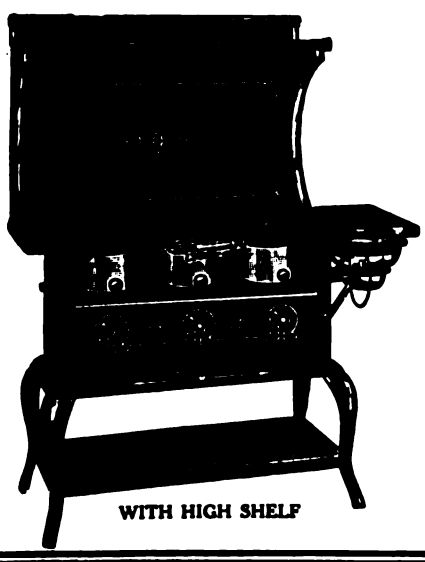
Nothing complicated about the Patented KEROGAS Burner—made of one piece of brass. Lasts for years.

We can furnish you with a splendid oil stove equipped with the Patented KEROGAS Burner — also with the perfect heating Kerogas oven.

Highest advanced oil cooking stove. Gives more real service and does better and quicker cooking at a smaller expense than any other stove.

Frame cabinet style with low shelf to accommodate pots and pans; also acts as a brace, making the stove rigid. Each burner has a cooking surface of 100 square inches. A large, one gallon oil tank with an always visible oil supply, making refilling the tank easy without spilling the oil. A lift off shelf protects the glass oil tank from spatterings of hot grease and forms a convenient extension to cooking top. Gray enamel finish.





WITH HIGH SHELF

In addition to the regular stock herewith illustrated, we will carry a very attractive line of two, three, four and five burner stoves, each equipped with one **Giant Kerogas Burner**, which takes (at full fire) 13 5/6 hours to consume one gallon of oil.

Dunham, Carrigan & Hayden Co.

San Francisco, California

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ALASKA

CORK INSULATED

REFRIGERATOR





Order Now—Get Ready

Alaska Refrigerators

SAVE BOTH FOOD AND ICE

Seven insulating walls surround the ice and food in Alaska Refrigerators. The central wall of these seven is "cubed cork," the most efficient refrigerator insulating material known.

When the hot outside air strikes the "cubed cork" wall of Alaska insulation, it is stopped. The interior of the Alaska remains cold, whatever the outside temperature may be.

This remarkable insulation and the patented circulation of **cold, dry** air save both the food and the ice.

Special Alaska Features

Seven insulating walls.

"Cubed cork" insulation.

Patented circulation system of chill, dry air.

Sanitary, seamless porcelain or white enamel linings.

Non-rusting shelves; galvanized steel ice rack.

Patented drain trap.

Tight-locking doors.

Write for Discount and Special Catalogue

MANGRUM & OTTER, *Inc.* 827-831 MISSION STREET SAN FRANCISCO

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IS THE TIME TO PLACE YOUR

ORDERS

FOR HOLIDAY GOODS

WE HAVE **TOYS** *FOR THE CHILDREN*

SUCH AS

AUTOMOBILES, KIDDIE KARS, COASTERS, WAGONS, TRICYCLES, BICYCLES, SKATES, BASEBALL GOODS, FLASHLIGHTS

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Gifts of Utility for Others

SUCH AS

Stiletto Tools and Tool Sets in Holly Paper Covered Boxes

Silverware, Carvers, Manicure and Scissor Sets

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Electrical Cooking and Heating Devices — Vacuum Cleaners

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Stove Percolators, Pyrex Ware, Fire Sets, Andirons, Screens

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Christmas Tree Mazda and Carbon Lamp Outfits

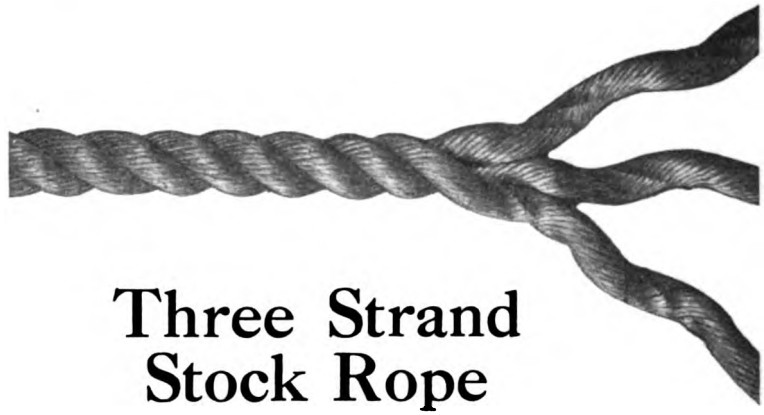
Our Complete Catalog of Christmas Suggestions is Now on the Press — Watch for Your Copy

Baker, Hamilton & Pacific Company

San Francisco - California

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CORDAGE

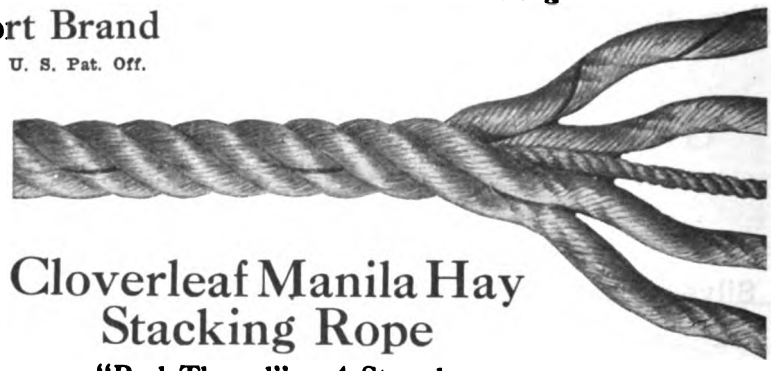


Three Strand Stock Rope

PURE MANILAS—
Cloverleaf Brand
Seaport Brand
Reg. U. S. Pat. Off.

Unexcelled for General Usage

White Sisal
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Cloverleaf Manila Hay Stacking Rope

"Red Thread" 4 Strand
Reg. U. S. Pat. Off.

Specially constructed to give the longest life on the hay fork



"Broncho Brand" Red Thread

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4 Strand Lariat Pure Manila

KNOWS NO COMPETITION

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THE PORTLAND CORDAGE CO.

Portland, Oregon Seattle, Washington

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WHOLESALE HARDWARE

TRADE ·EHCO· MARK

LEWISTON, IDAHO

BELTING
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MILL AND MILL SUPPLIES
WAGON WOOD STOCK
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BUILDERS' HARDWARE
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— FOX SUNBEAM —

Saves Fuel
Gives Uniform Heat
Is Economical
Burns Wood, Coal or Briquets
No Worry
Built to Last

Answer—Money Saved

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A. M. HOLTER
Hardware Company

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Established 1867

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Shelf and Heavy Hardware

Blacksmith Supplies

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Prompt, Courteous Service

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Let Us Be Your Warehouse

Keep your profits up and your overhead down by using our fast and dependable

Service

Strevell-Paterson Hardware Company

SALT LAKE CITY

Wholesalers and Jobbers

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SACRAMENTO, CAL.

WE OFFER YOU

Hardware
Tinware
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OF DEPENDABLE QUALITY

PROMPT AND EFFICIENT SERVICE

Stove Repairs and Waterfronts

DIRECT FROM THE MANUFACTURER TO YOU

Complete stock of Standard Parts made from our own PATTERNS at our own FOUNDRY

This is why we can offer you

SRS

STOVE REPAIR SERVICE

Largest Stove Repair House in the Northwest

SPOKANE STOVE & FURNACE REPAIR WORKS

912-914-916 First Avenue, Spokane, Washington

Complete Stove Repair Service

REPAIRS: Nearly 20 years experience in handling stove and furnace repairs for Northwest Merchants.

COMPLETE STOCK of repair parts.

PLATING: Nickel, gold, silver and copper plating—All finishes.

Galvanizing—Oxidizing

Let us handle this department of your business to show you a profit.

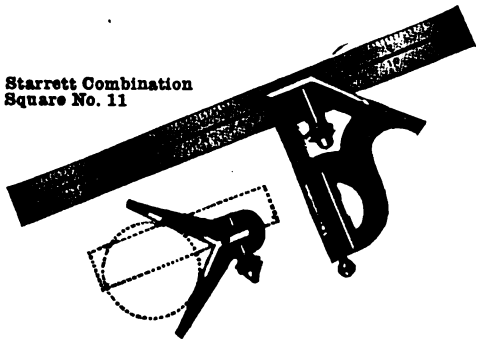
Mail orders filled promptly.

MYER S. RUBENS

JOBBERS — WHOLESALERS

1009 W. First Avenue - Spokane, Washington

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Starrett Combination Square No. 11

Auxiliary center head which can be attached to blade of the Starrett Combination Square to determine centers of cylindrical pieces.

Seven Tools Combined in One

One tool on the bench doing the work of seven — seven tools for the price of one — is it any wonder that this Combination Square is such a favorite with mechanics?

Every man who works metal will appreciate the utility of this square. It can be used as a rule, square, miter, depth gage, height gage, level and center head. Point out these seven uses to the mechanic—you'll find that he can suggest as many more. Let him handle the Starrett Combination Square and he'll sell himself.

Write for Catalog No. 22 "B. F." and the Supplement which describes the new Starrett Tools.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled

ATHOL, MASS.

Sell Starrett Tools

42-380

FACTS

Worth Remembering

"They may all look alike BUT there's only one NIKOLITE"



In ordering Window or Fly Screen Cloth from your jobber, don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

Please Order Through Your Regular Jobber

Manufactured by

The LUDLOW-SAYLOR WIRE CO.

ST. LOUIS, MO.

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Keep Your Dollars Working!

Order often from our well selected lines of high class merchandise and insure quick and profitable turnover

Our Service is Unexcelled

Send us your orders today and let us prove our ability to serve you

Sale Lake City
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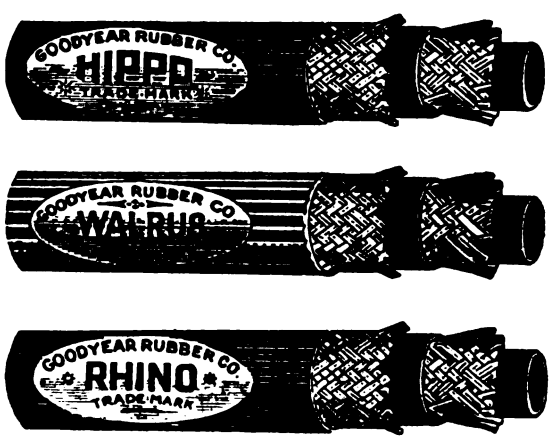
The Salt Lake Hardware Co.

Pocatello
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EVERYTHING IN HARDWARE

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

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R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

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Nos. 61, 63, 65, 67 Fourth St., & Pine St.
PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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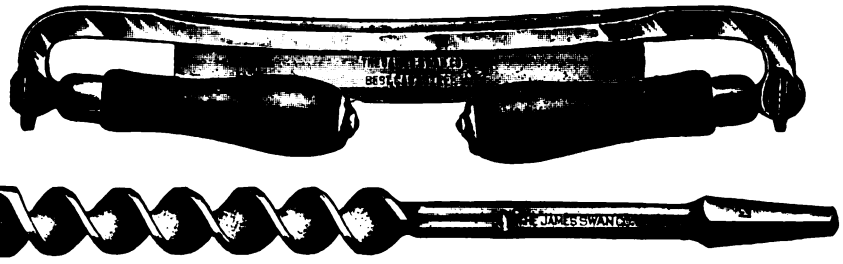
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AUGERS



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New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

See the "NEW DUMACO"

HOSE NOZZLE



Before Placing Your Order for Next Season

You can sell more garden hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

—and WHY? Listen:

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially **improved packing** that makes leakage absolutely impossible.

In operation it is simplicity itself. One turn, and you have a straight flow; another, and there is a fine spray; a third, and the water is shut off—instantly. The stream is longer and the spray finer than in any other nozzle sold.

Each NOZZLE is factory-tested and fully guaranteed.

In price, it is right, and the most profitable for you to handle. We sell it much lower than any other is offered.

ORDER FROM YOUR JOBBER OR WRITE US DIRECT

The Durst Manufacturing Co., *Inc.*

San Francisco 109 New Montgomery | Philadelphia 19 South Seventh St. | New York 119 Chambers St. | Seattle L. C. Smith Bldg. | Los Angeles 201 Douglas Bldg.

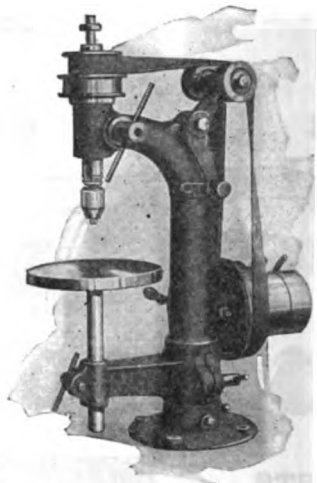
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BUFCO FORGES and DRILLS are Bringing Dealers Handsome Profits



GET THESE POINTS —
High Quality, Lowest Cost, Machine Cut Gears. Light weight, easily moved, ideal rivet and tool forge. Thousands of garages, tool rooms, factories are buying them— are you getting your profits?

Get full data and prices on both by addressing Department No. 37



"Buffalo" Forge Company
BUFFALO, N. Y.

and Repeat Orders Show Quick Turnovers

Belt can be shipped without loosening idler. Sturdy and efficient for accurate work. Moderate price Light weight and convenient

Dealers by putting small cut in newspapers are selling these drills quickly even in small towns.

Coe's Key-Model

The Recognized Standard Heavy Duty Wrench

This especially constructed adjustable wrench was created to withstand the unusually tough treatment accompanying use in boiler and engine rooms, in refrigerating plants and railway shops, on structural work and pipe lines.—

Unlike chain tongs and pipe wrenches — the Key-Model will not batter or jam the nut.

Jaw capacities as follows:

28 in. opens 5⅛ in.
36 in. opens 6¼ in.
48 in. opens 9½ in.

The 72, opening 12¼ in., is finished on special order only —

You not only have plenty of prospects within your reach — but they're easy to sell with the Coes.

Keep Supplied thru your Jobber

COES WRENCH CO.

ESTABLISHED 1841 IN WORCESTER, MASS.

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29 Murray St., New York

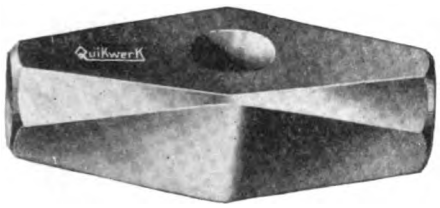
Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco

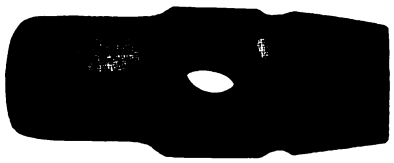
John H. Graham & Co.
113 Chambers St., New York



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QuiKwerK TOOLS







Quikwerk Sledges

QUIKWERK Tools do stand up remarkably—even under abuse for which no tool ever was intended.

That's because they're made not merely good enough, but better than they need to be.

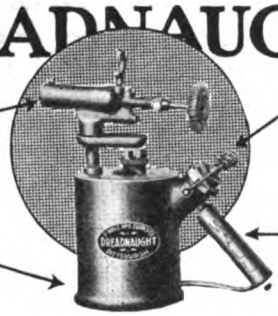
A margin of safety is better than taking a chance.

Ask Your Jobber for Quikwerk Hand Tools

THE WARREN TOOL & FORGE CO.

261 Griswold Street, Warren, Ohio

The WALL DREADNAUGHT"



Powerful Generator—Blue flame cannot be beaten.

Double Valve Pump—Holds pressure for weeks.

Angle Handle,—Restful to the operator.

Steel Tank—All connections brazed with hard solder.

Six Hardware Dealers Wrote Us:

"None better. Mechanics buy them on sight."

"Sold them ever since you started making them and never had one returned."

"Liked best by electricians as they will not blow out in wind."

"Sold this Torch for eight years and am well satisfied."

"Satisfactory in quality and price."

"Best we ever used or sold."

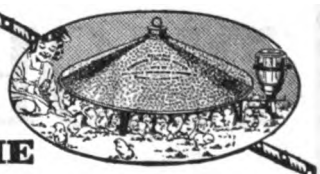
Write for Catalogue, Prices and Discounts.

P. WALL MFG. SUPPLY CO.
Pittsburgh, Pa., U.S.A.



WALL PRODUCTS *for* INDUSTRIAL USE

Link up your name with that of the ~



RELIABLE *Standard* **BLUE FLAME** *Wickless*

Oil Heated Colony Hover

IT IS comparatively easy to produce baby chicks. It is quite another matter to raise them successfully. Various devices have been used with more or less satisfaction. The best method yet discovered is found in our 1922 Model Blue Flame Hovers. In them we have attained the highest degree of perfection in chick brooding. Whether you are a city back-lotter, a poultry farmer or a fancier, you will find this system by far the safest and best.

Successful Poultry Raising Depends So Much Upon Successful Brooding

Burns ordinary kerosene or coal oil with a clear, even blue flame. No soot; no fumes; no odor; no wicks to trim; no smoke. Every burner is adjusted at the factory to the maximum flame. It is impossible to overflow. Produces a well controlled heat, sufficient for any purpose. Easily adjusted; automatically regulated. Made in various sizes. Provides pure warm air and plenty of it. Saves fuel; saves labor. Saves its cost every season in preventing chick losses.

The Dealers Find It an Easy Seller Good profits and satisfied customers. Our extensive advertising campaign and close co-operation helps dealers. They appreciate it. The Blue Flame Hover is an easy seller. Better write us without delay. Book your orders in advance, thus insuring a supply. These Hovers are built of galvanized steel. Shipped completely assembled; ready to bolt the legs to canopy. Place heater where wanted, fill with oil, adjust burner to required heat, and it is ready to start. No complicated parts. It is simplicity itself.

All Reliable Incubators, Brooders, Hovers, Poultry Appliances and Fixtures are backed by our positive money-back guarantee. 41 years at it.

Write for Dealer Terms & Prices



J. W. Myers, Pres.

RELIABLE INCUBATOR & BROODER CO
Dept. J QUINCY, ILL., U.S.A.

Reliable because right.

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Did You Ever Feature Measuring Tapes?

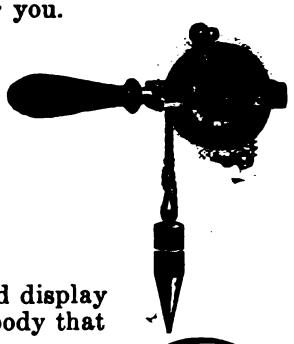
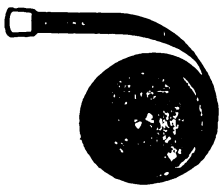
YOUR MARKET WILL SURPRISE YOU—THEY HAVE A THOUSAND USES

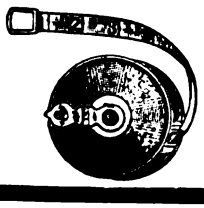
There's a tape for everybody, from farmer to professional man; of a style and price that fill the bill for each. There's a good margin for you.

TRY IT OUT







We will supply cuts for your printer, and colored display cards for your store that will talk tapes to everybody that comes in.

We have a tape display case carrying just the assortment every hardware merchant needs.

YOU WILL FIND THE DEMAND IS FOR

LUFKIN TAPES

THE RECOGNIZED STANDARD FOR YEARS

Send for Catalogue. Ask Your Jobber's Salesman

New York Windsor, Ont. **THE LUFKIN RULE CO.** Saginaw, Mich.

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles—W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Oakland, Cal...Western Heavy Hdwe. & Iron Co.
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho...Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Co.
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz. ..... Albert Steinfeld & Co.

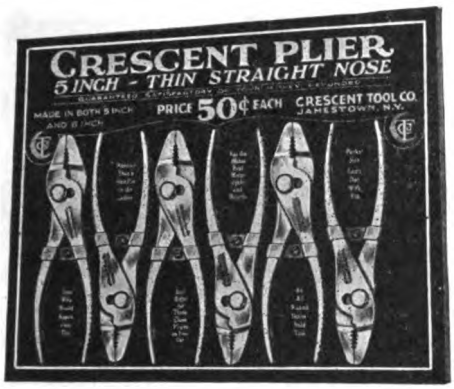
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES **JOLIET, ILL., POUGHKEEPSIE, NEW YORK**

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A New Display

The DB7 Display Card illustrated above is printed in two colors, purple and white, measures 8½x11 inches and is equipped with a lock easel back which prevents it falling over on the counter or a glass show case.

There are six of the No. L25 Thin Straight Nose Pliers mounted securely on a card by means of clips.

Short paragraphs printed on the card call attention to various uses of the tool and suggest the purchase.

The high grade nickel finish against the purple background, makes an attractive display which is bound to catch the eye and will sell the tools as we have demonstrated by thousands of similar cards which we have furnished dealers in the past.

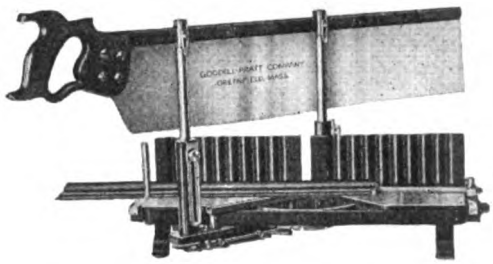
The DB7 assortment consists of the display card described, the six No. L25 five inch Thin Straight Nose pliers which are mounted on the card and six No. L26 six inch Thin Straight Nose Pliers which are packed in individual cartons.

It is furnished at the regular price of the tools only.

Your Jobber Has It

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

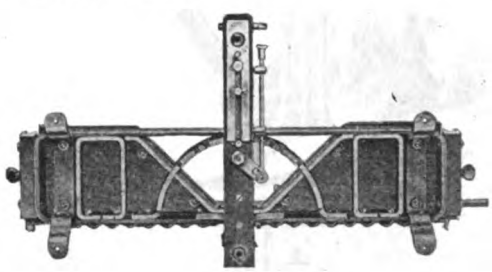
GOODELL-PRATT
1500 GOOD TOOLS



Mitre Box Profits

There will be more mitre boxes sold this Fall than for many years and the dealer that stocks the most popular box is going to reap the profits.

Goodell All-Steel Mitre Boxes cost no more than ordinary cast iron mitre boxes and enjoy a decided preference owing to their accuracy and unbreakable construction with its freedom from repairs. Every box fully tested before leaving the factory and covered by our usual guarantee.



We will gladly include with your order an ample supply of attractive circulars illustrating and describing this line of boxes and neatly imprinted with your name and address.

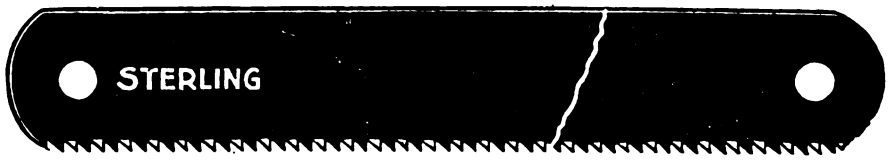
GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASSACHUSETTS, U. S. A.

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestioned merit.

We claim Endurance — Dependability — Fast Cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"—tells the story.

SOLD THROUGH JOBBERS ONLY.

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

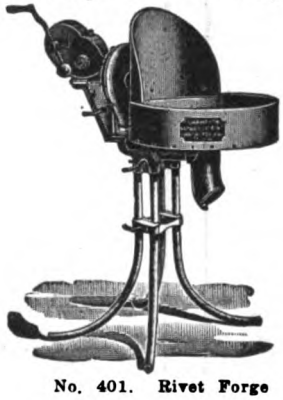
Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

Exclusive Pacific States Representatives

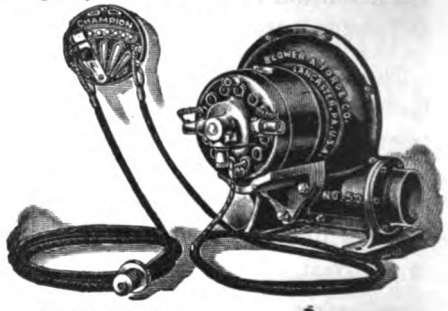
Champion Blowers, Forges, Drills and Screw Plates



No. 400 Blower

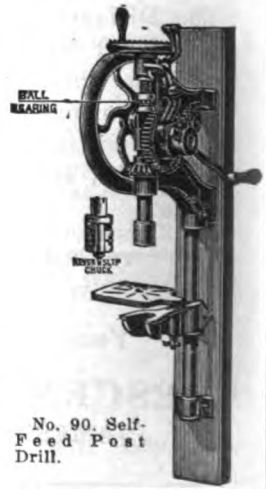


No. 401. Rivet Forge



No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.





No. 90. Self-Feed Post Drill.

No. 203. Self-Feed and Double Compound Lever Feed Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

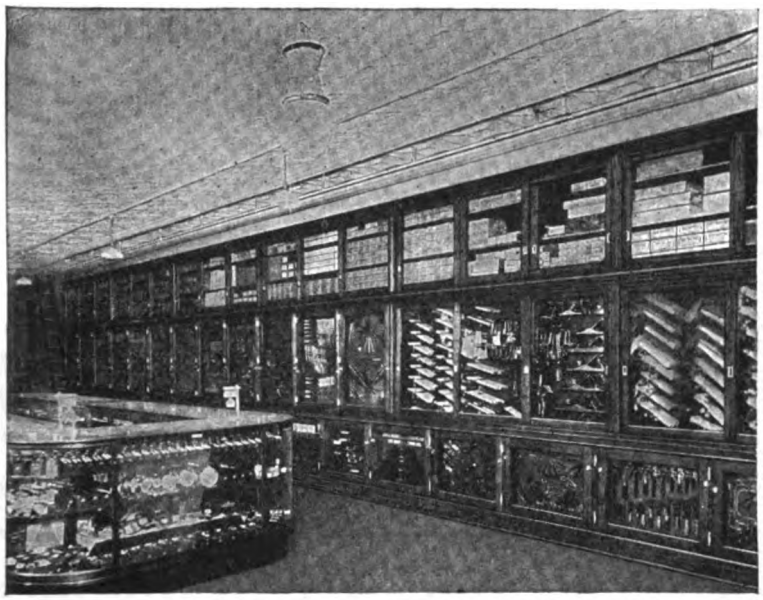
Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.

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HELLER'S
Simple System Hardware Store Shelving
FOR
SERVICE DURABILITY ECONOMY
CONVENIENT LENGTHS



EASILY INSTALLED

WILL

Protect the stock

Prevent losses
Increase sales

Add new customers
and hold them

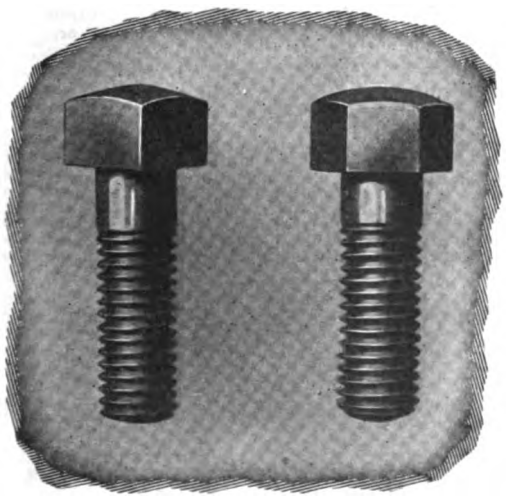
Add prestige to
your store

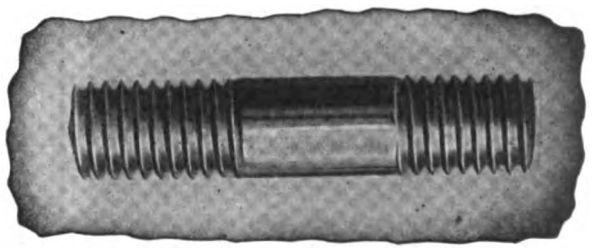
Catalog No. 26 - H
has just come off
the press

Write for your copy
today

Main Office and Factory:
W. C. HELLER & CO.,
Montpelier, Ohio

Pacific Coast Representative:
E. B. BECK,
17 Spear St., San Francisco, Cal.





WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES
Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, California
Strimple & Cox, L. C. Smith Building, Seattle, Washington
Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Building, Denver, Colorado
Strimple & Cox, Corbett Building, Portland, Oregon

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"Pittsburgh Perfect"

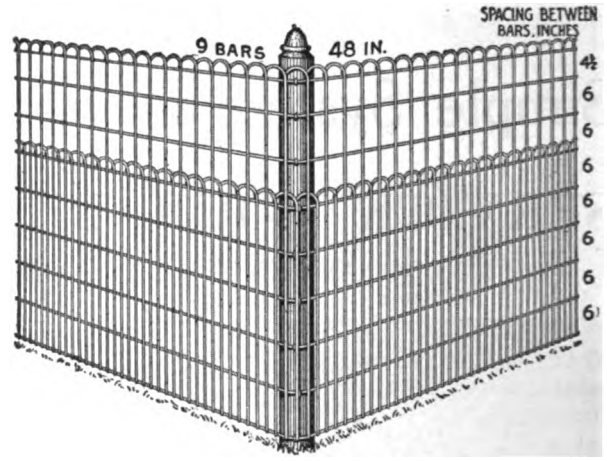
Electrically Welded

Lawn Fencing

"Pittsburgh Perfect" Lawn Fences are exceptionally strong, durable and beautiful. The stiff, electrically welded one-piece fabric is easily erected and keeps its shape. Made of our own Open Hearth Wire. A Perfected fencing; **every rod guaranteed.**

Our Lawn Fences are made in Double and Single Scroll and Plain Top Styles. Stays 2⅞ inches or 1⅞ inches apart. With styles 1⅞ inches apart the designs are non-climbable. Plain top designs are popular also for parks, tennis courts, chicken runs, barn yards, corn cribs, guards around exposed machinery, etc. A distinctive, profitable line.





PITTSBURGH STEEL COMPANY
General Offices, Pittsburgh, Pa.

Pacific Coast Office
359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

DUNHAM, CARRIGAN & HAYDEN CO.
San Francisco, Cal.
Northern California and Nevada

WHITON HARDWARE COMPANY
Seattle, Wash.
Washington and Oregon

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe Co.
Hunt & Mottet.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U. S. A.

Buckner Sprinklers

Adjustable Underground Heads

— FOUR TYPES —

Heavy Indestructible for Lawns 1 Doz. Per Box Uniform Distribution



Circular Spray Half Circle, Quarter Circle, or Long, Narrow Strip

The BUCKNER underground head is the latest invention in this type of sprinkler and the result of years of experimenting, and is known throughout the United States as the only underground head ever designed to irrigate either a circle, half circle, quarter circle, or long, narrow strip. No underground system can be satisfactory without different forms of sprays. They are absolutely essential in all installations on large lawns and parking strips.

These heads are installed flush with the soil, hidden by the grass and not found by the lawn mower. They are never suspected as being in the lawn. No obstructions for people to fall over. In fact an invisible system, eliminating all labor in connection with lawn irrigation. Simply turn a valve and the work is done.

Science is a reliable aid in lowering costs and increasing efficiency.

BUCKNER MANUFACTURING CO.,
FRESNO, CALIFORNIA

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"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

That quality in screen cloth is being recognized more than ever is further shown by our greatly increased sales of AMERICAN BRONZE. Are you overlooking opportunities for Bronze sales? Avoid copper substitutes, as these are entirely too soft and are not so durable.

ORDER THROUGH YOUR JOBBER

We also manufacture "AMERICAN BRAND" Kopnik, Monel, Copper— Painted and Galvanized and special grades to order.

AMERICAN WIRE FABRICS CORP.

208 So. La Salle Street, Chicago, Illinois

FACTORIES: Chicago, Illinois. Mt. Wolf, Pa.

Representatives:

EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

Little Giant

PIPE WRENCHES

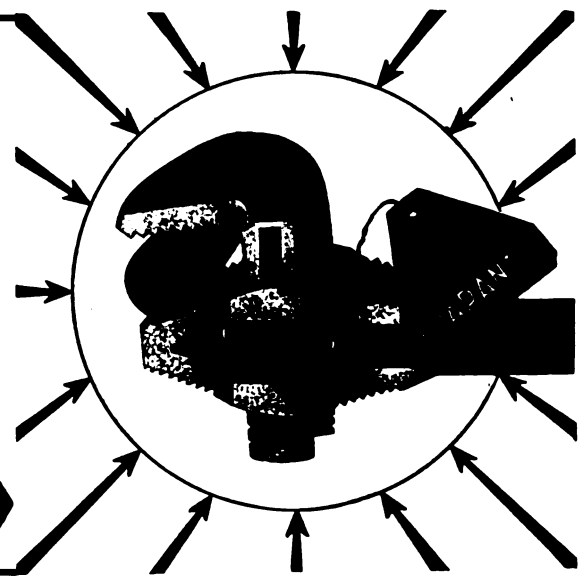
Patented Feb. 4, 1913.

A new wrench that gives quick turnover and generous profits to the dealer — and lasting satisfaction to the user.

It's simpler, stronger, and it lasts longer. It has only 3 parts. Look at the picture to see how it takes hold. It gets into the corners. The "LITTLE GIANT" Wrench is made in three sizes — 8", 10", 14".

Ask Your Regular Jobber for Prices

GREENFIELD TAP AND DIE CORPORATION
GREENFIELD, MASS., U.S.A.





BURNT IVORY BRAND SECOND GROWTH HICKORY

Axe, Pick, Sledge, Hatchet, Hammer and all Mining Tool Handles. Known everywhere as the Best.

IVORY HANDLE COMPANY . Hope, Arkansas

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The Popular "Nox-all Line"
OF GRASS CATCHERS
NOW READY FOR 1923 SEASON

Catalog and Price List on Request — Sold Through Jobbers Only



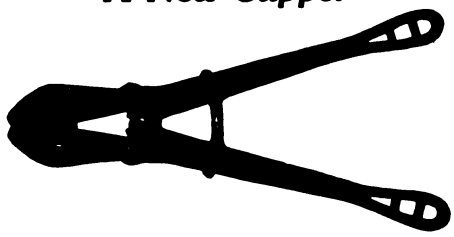
Three of Our Popular Numbers
"Popular" Because Made Right—Packed Right—Priced Right
This Popular Line Will Pay You Big Returns

CANVAS PRODUCTS CO. - 1236-44 So. 7th Street, St. Louis, Mo.

Western Representative: J. G. JEFFRIES,
206 South Spring St., Los Angeles, Cal.

Eastern Representative: CHAS. H. SWIGGETT,
141 East 44th St., New York City

PORTER'S
New Easy Bolt Clippers
Look!
A New Clipper



12" long; cuts up to 3/16"

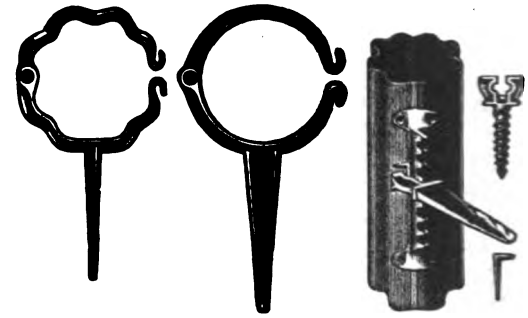
The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:
Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 553 Hollywood Av., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

Berger's Hooks and Pipe Fasteners



MANY STYLES FOR WOOD OR BRICK
SEND FOR CATALOG No. 9 and PRICES

MADE BY

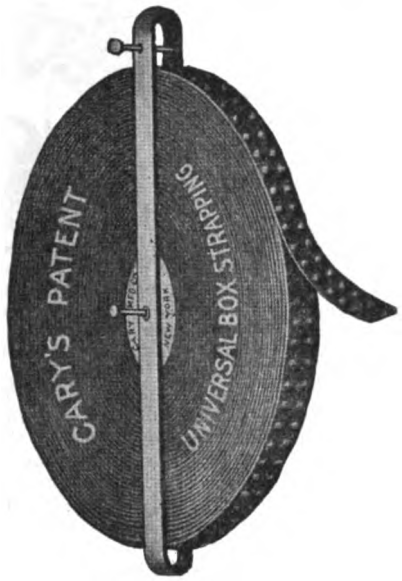


BERGER BROS. CO.
Office, 229-231 Arch Street
Store, 237 Arch Street
Warerooms and Factory,
110-114 Bread Street
PHILADELPHIA

Manufacturers Tinners' and Roofers' Supplies

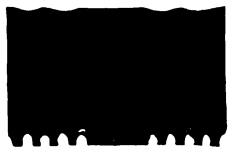
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"UNIVERSAL"
Box Strapping



"Known the World Over"

Cary's "Divergent"
Saw Edge Joint Fasteners



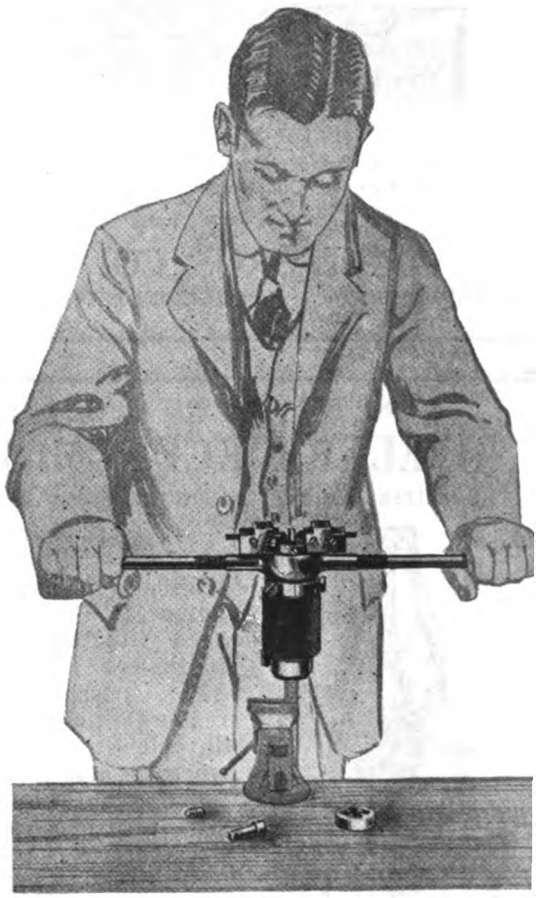
Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.
BROOKLYN - - - NEW YORK

RAMSDELL
Hand Vise Lathe

The Machine Shop in a Box

A PRACTICAL HAND LATHE

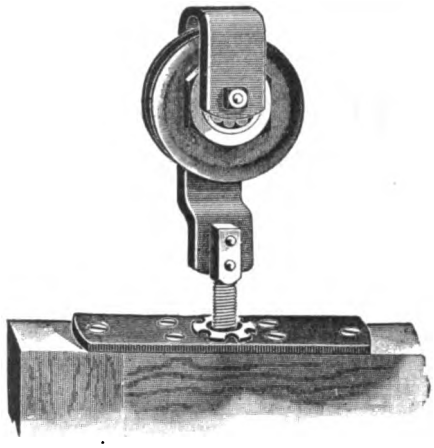


CAMPBELL MFG. CO.
WORCESTER, MASS.

Coast Sales Agent:
M. G. JONES CO.
593 Market St. - San Francisco, Cal.

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Lane's New Model Parlor Door Hangers



Noiseless fibre tread roller bearings, vertical adjustments; an excellent Hanger at moderate cost.

Catalogue shows other styles

LANE BROS. CO.

RIVER STREET - POUGHKEEPSIE, N. Y.

NEY

Ney's No. 175 7-in. Sheave Roller Bearing Carrier Uses Flexible Steel Cable

Runs on Ney's Double Angle Steel Track



Ney's No. 175 Carrier is the lightest draft fork Carrier made. The draft wheel and the wheel in the lifting or fork pulley are seven inches in diameter and revolve on extra large roller bearings of hardened steel. Made of malleable iron, heavier, larger and stronger for extra hard use and heavy work. Carrier allows the lifting pulley to be carried as near to the track as other carriers using small sheaves. Contains no springs, operating on gravity alone. The lifting pulley locks into the carrier on its axle and is free to swing to a horizontal position very near to the track and fills the mow closer to the comb of the roof than any other carrier with large draft wheels. Sheaves are made to use ⅜ to ½ inch flexible steel wire cable in place of rope.

Write for Catalog No. 25 and free copy of booklet "Ney's 7 Ways to Bigger Hay Tool Sales."

Ask Your Jobber

THE NEY MANUFACTURING CO.

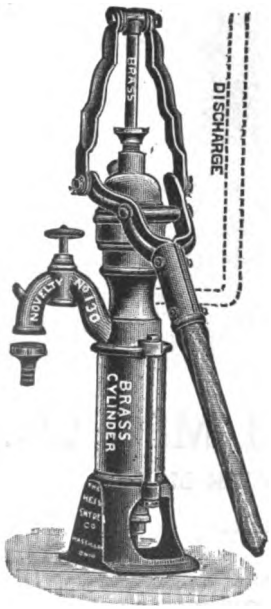
Established 1879

Minneapolis, Minn. CANTON, OHIO Council Bluffs, Iowa

GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS.** Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

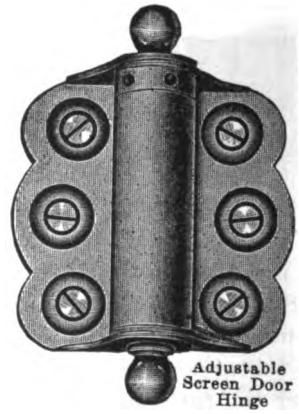
Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

SHELBY SCREEN DOOR HARDWARE

WE ALSO MAKE



Adjustable Screen Door Hinge

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

The SHELBY SPRING HINGE CO.

SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO., Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

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ASSORTMENT No. 1

COMPOSED OF TWENTY-TWO OF THE BEST SELLERS IN OUR LINE

Why You Should Buy It

YOU GET A GOOD ASSORTMENT OF OUR BEST SELLERS

YOUR INVESTMENT IS LOW

YOU RECEIVE A FINE DISPLAY BOARD WITH MOUNTED SAMPLES WHICH HELPS SELL THE GOODS

ONE DOZEN OF EACH ARTICLE IN A BOX—TWENTY-TWO DOZEN IN ALL—PACKED WITH DISPLAY BOARD IN A CARTON WEIGHING 16 POUNDS

A LIST SHOWING SUGGESTED RETAIL SELLING PRICES IS PASTED ON THE BACK OF EACH BOARD



Full size of Display Board is 12"x7½"

This Is a Real Assortment

The Price is $17.00

ORDER ONE FROM YOUR JOBBER OR DIRECT

THE BRAINERD MFG. CO., EAST ROCHESTER, N. Y.

Norcross



Garden Cultivators

LUTHER BURBANK pronounces the Norcross a wonderful implement, using a dozen or more of them on his own estate, and says: "They are the Best of their kind."

Selling a Norcross is selling Quality, Service and Satisfaction to a customer at a moderate cost and an attractive profit. Three sizes, all strongly made and handsomely finished. Order through your jobber and be sure you get the Genuine Norcross.

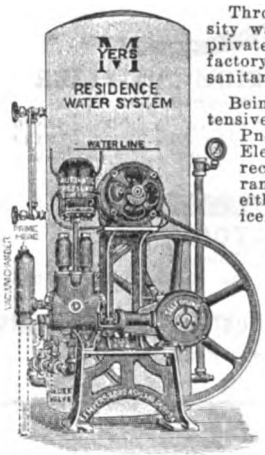
C. S. Norcross & Sons

MANUFACTURERS

Bushnell, Ill., U. S. A.

MYERS WATER SYSTEMS

For Home, Farm or Factory



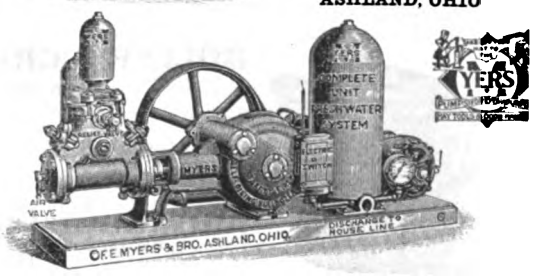
Through choice or out of necessity water systems are installed in private homes, on the farm, in the factory, at the summer resort, hotel, sanitarium and similar places.

Being manufacturers of an extensive and proven line of Hydro-Pneumatic Pumps and Cylinders, Electric House Pumps and Direct Water Systems in a wide range of styles and sizes for either deep or shallow well service, we solicit inquiries from dealers and plumbers who sell this class of products.

Our late Catalog No. HP23 shows the complete line, while the name MYERS guarantees the quality and dependability of all styles. Write for a copy and get our new prices.

THE F. E. MYERS & BRO. CO.

ASHLAND, OHIO



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Mr. Jobber: GUARANTEED EMPIRE COBBLER

is packed with lasts and stands made from a special metal of highest quality and superior quality tools, enabling us to GUARANTEE and place on the market a set better than has ever before been sold. Write for latest catalog, No. 15, illustrating and describing this set more fully and let us tell you why it will pay you to stock our line.

STAR HEEL PLATE COMPANY, 357-391 Wilson Ave., Newark, N.J., U.S.A.

LOUIS SACKS, INC.

Nevada and Utah Representatives:
E. C. Coffin Company, 424 Ness Building, Salt Lake City, Utah
Pacific Coast Representatives:
Mr. J. J. Wirtner, 2d and Mission Sts., Room 511 Wells Fargo Bldg., San Francisco, Cal.

BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN.

AUTOMOBILE TOOLS



MATCHLESS KNIFE HANDLES

Length 11⅛ inches.

	List.
No. 88 Polished Ends	$6.00 doz.
No. 89 Full Polished	$9.00 doz.



REX—ALL STEEL

Size 1¼x1⅛x11¾

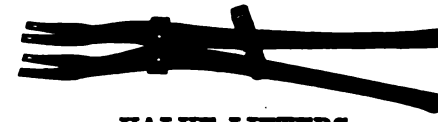
	List.
No. 154 Blued Polished Ends	$4.00 doz.
No. 1154 ALL Bright	$5.00 doz.



COMBINATION SIDE CUT PLIER

Hardened and Tempered Jaws

	6-in.	7-in.	8-in.
No. 118 Black, List, doz.	$14.50	$12.00	$18.60
No. 682 Pol'd, List, doz.	18.00	19.80	21.00



VALVE LIFTERS

Natural Forge Finish

No. 1—Fav-Oh-Rite, 12 inch. List, dozen.....$24.00



TIRE TOOL

Bright Finish

No. 250—Thor, ⅞x⅝x16. List, dozen.....$4.00



BIG BULLY DRIVER

Blade through the handle.

No. 800 Oct'g Blade 7-16x8. List, dozen.....$9.00

C. W. GAUSE CO., Western Sales Agents
693 Mission St., San Francisco, Cal.

J. C. McCARTY CO.
Eastern Sales Agents New York City



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.
Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco; 320 Story Bldg., Los Angeles
Seattle and Denver



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Peerless No. 333 — Three Piece Mason's Level

Large White Painted Oval Sights, Permanently Marked Vials and other redeeming features have made Peerless Levels very popular among mechanics.

Peerless Levels for Masons, Plasterers and Carpenters are made of Pine and Hardwood, some are Brass Bound and some are 3-piece, made with Pine Center and Hardwood Edges. Cut above shows a 3-piece Mason's Level. Cut below shows a Brass Bound Carpenter's Level with Double Plumb at each end.



Peerless No. 550 — Brass Bound Carpenter's Level

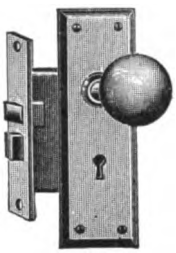
Mason's Levels 42" and 48"
Plasterer's Levels 12", 14", 16", 18" and 20"
Carpenter's Levels 24" 26", 28" and 30"

If your Jobber does not have them, ask him to order for you, or send us your order and mention your Jobber's name and address. Catalog and prices furnished upon request.

THE PEERLESS LEVEL & TOOL COMPANY - STERLING, ILL.

Coast Representative: D. EDWIN HARRIS, 416 Bellevue Avenue, Oakland, California

Lockwood Hardware.



Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

LOCKWOOD MANUFACTURING CO.

Manufacturers of

BUILDERS' HARDWARE

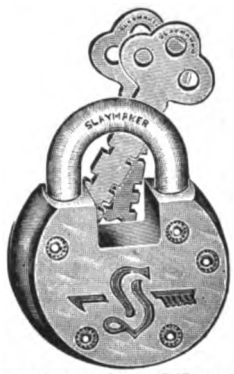
SOUTH NORWALK, CONN., U. S. A.

JOSEPH T. POLITEO, 183 Stevenson St., San Francisco, Western Representative.

A Bond of Security

Is Assured in Locks of Our Make, Not Usually Found in Other Locks of Similar Appearance — and Costs No More

No. 180 Polished Cast Brass



No. 147 Heavy Pressed Steel

An Original Design Selected From Our Comprehensive Line of Rapid Sellers

FINISH ADMITTEDLY UNEXCELLED

Manufactured Only By

FRAIM-SLAYMAKER HARDWARE CO., Inc.

LANCASTER, PA. - - U. S. A.

Western Representatives: H. D. TYLER & CO.,
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Fifth Floor, Higgins Building, Los Angeles, Cal.
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412 Boston Building, Denver, Colo.



E-Z Dandelion and Weed Root Puller

JOBBERS AND DEALERS GET BUSY!

A wonderful tool and an unlimited demand. No lawn owner will be without. No other tool on the market will pull a root. "E-Z Dandelion and Weed Root Puller" jaws close up and get the whole root.

Hang sample with root in display window —it will sell

WESTERN BRASS MFG. WORKS

2007 Marshall Blvd., Chicago, Ill.

The DUMBWAITERS and ELEVATORS

MANUFACTURED BY

The Storm Manufacturing Co.,

Newark, N. J.,

ARE DESIGNED TO BE HANDLED BY HARDWARE STORES

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MAYDOLE HAMMERS

THE WORLD'S STANDARD

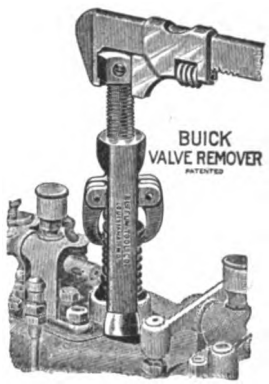
Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



BUFFUM TOOL CO.

LOUISIANA, MO.



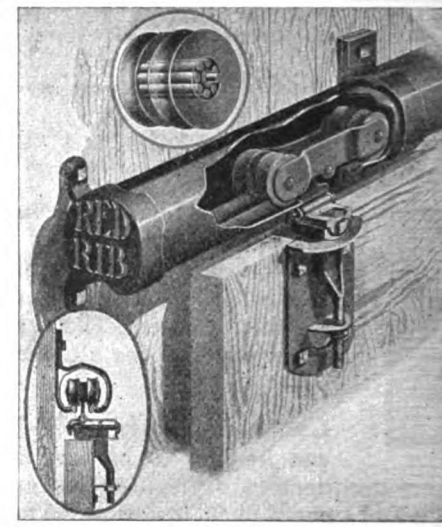
HERE'S
A POPULAR
TOOL
FOR A
POPULAR
CAR

List Price: $2.00 Each

THE BUFFUM BUICK VALVE REMOVER

This is not a new tool, but a device whose usefulness has been demonstrated beyond question, and is the only device offered for the purpose of removing the valve assembly from the Buick motor. Fits all models. Fully guaranteed. Ask your jobber or write us.

C. W. GAUSE CO. Western Sales Agents
693 Mission Street . . . . San Francisco, Cal.



No. 101 Surface Adjustable

RED RIB

Strongest trolley made. Easy running. Tandem wheels, roller bearing, hinged and flexible.
The track will not spread because of solid double-grooved wheels and arched treads. Sheds water. Bird proof.

Capacity: No. 100 A for doors up to 300 lbs.
No. 100 B for doors up to 400 lbs.
No. 101 A for doors up to 300 lbs.
No. 101 B for doors up to 500 lbs.

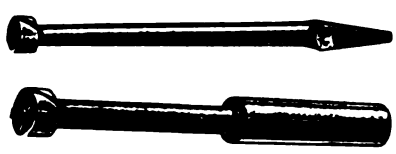
NOTE: The wheels run on the arched treads; adds strength, reduces friction. There is a strong guarantee back of Red Rib.

THE TOPPING MFG. CO., Ashland, Ohio, U. S. A.
For 18 Years Safety Door Hanger Co.
Represented by W. R. Voorhees & Co., The Call Bldg, San Francisco

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



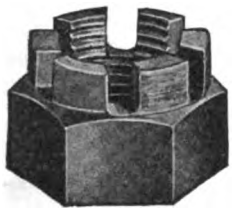
The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.
Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

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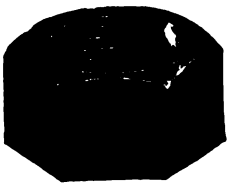
S. A. E. Standard Nuts Milled From Bar Stock

¼" to 1" in Cartons



Western Screw Products Co.

ST. LOUIS, MISSOURI



Represented by
LOUIS J. ZIESEL CO.,
216 Market Street, San Francisco, Cal.

SCREW MACHINE PRODUCTS TO BLUE PRINT OR SAMPLE

HARGRAVE TOOLS HARGRAVE







Cold Chisels
Cape Chisels
Dia. Pt. Chisels
Rd. Nose Chisels

THEY ARE MADE TO SELL AND SATISFY

Our new catalog shows a complete line of these and a hundred other "QUALITY TOOLS."

Pin Punches
Solid Punches
Prick Punches
Center Punches

YOUR JOBBER CAN SUPPLY YOU

The Cincinnati Tool Co.
Montgomery and Waverly Ave.
CINCINNATI, OHIO

CARLSON & FRAHM, Pacific Coast Representatives
268 Market Street, San Francisco
P. O. Box 397, Station C, Los Angeles

CHAINS and PUNCHES



SASH CHAIN



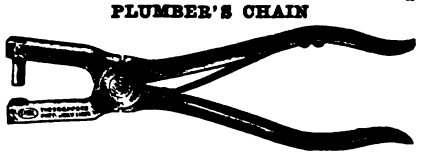
CABLE CHAIN



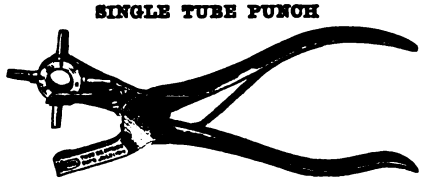
SAFETY CHAIN



PLUMBER'S CHAIN



SINGLE TUBE PUNCH



6-TUBE REVOLVING PUNCH

THE SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.
"ORIGINATORS OF SASH CHAIN"

The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

This machine is made of malleable iron and steel and will not break if abused.

MADE BY

F. H. SMITH MANUFACTURING CO.

3047 Carroll Avenue, Chicago, Illinois
Manufacturers of
Rivet and Fastner Setting Machines

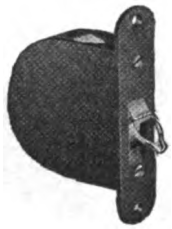


THE "PONY"

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REQUEST YOUR JOBBER FURNISH

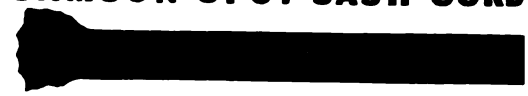
Caldwell Sash Balances



34 years of service PROVES their superiority. They counterbalance sashes perfectly. Cheapest method for modernizing old windows.

CALDWELL MFG. CO., Rochester, N. Y.

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord	Shade Cord
Clothes Lines	Masons' Lines
Solid Braided Rope	Chalk Lines

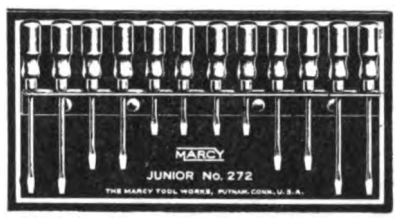
Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.

JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City

TRADE MARCY MARK

Junior Screwdrivers
No. 272



MR. DEALER —

Show up a card of our No. 272 drivers along-side any others at the price and let your customers decide for you which is the quickest profit making item.

Your only loss is in NOT having them.

ASK YOUR JOBBER

MARCY TOOL WORKS, Inc., Putnam, Conn., U.S.A.

Pacific Coast Agents:
SPRAKE SALES CO., INC.

G. T. Sprake 216 Higgins Bldg. Los Angeles	J. C. Hooper 813 Postal Telegraph Bldg. San Francisco
F. H. Chown 1121 Gasco Bldg. Portland	Prentiss N. Rice 506 Charles Bldg. Denver



Established 1863

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

ARM AND HAMMER
anvil anatomy!

BODY: Wrought iron makes them the toughest and last the longest.

FACE: Highest grade crucible tool steel plate, welded on solid.

FOOT: Good liberal spread of base gives solid rest, stability.

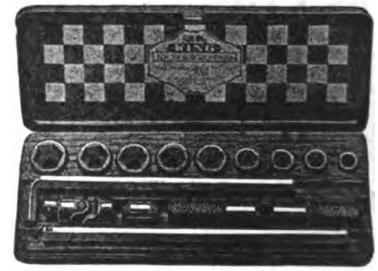
PROPORTIONS: Design of horn, heel, face and body, give balance.

COLUMBUS ANVIL & FORGING CO.
COLUMBUS, OHIO, U. S. A.

King Socket Wrenches

For Every Nut

On Every Car



In The Handy Steel Box

KING PRESSED STEEL & MFG. CO., Boston, Mass.

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"LENOX"

HACK SAWS

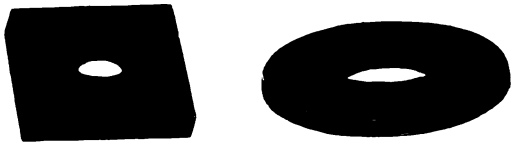


BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

There is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Felloe Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Denver, Colo.



Door Hangers and Garage Door Hardware

That rare excellence of material and workmanship, ingenious adaptability of design and extreme ease of installation and operation that have distinguished Allith-Prouty products for more than two decades, are today responsible for the steadily increasing demand for sliding and folding-sliding door hardware bearing the A-P trademark.

Send for Garage Door Hardware Catalog 91.

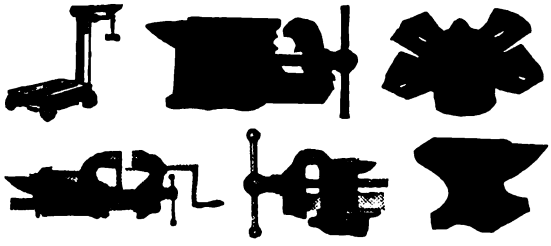
ALLITH-PROUTY COMPANY
Manufacturers
DANVILLE, - - - - - ILLINOIS

ALLITH-PROUTY

ALL GOOD SELLERS

PRICED TO SUIT THE TIMES

Write today for catalogue. Many other useful things



AMERICAN SCALE CO., Sta. B, Kansas City, Mo.

The Large Volume of Business

MADE IT

necessary for the Acme Pattern Works to organize a new corporation to handle the Tool Manufacturing which will be known as the Acme Tool Co.

HIGH QUALITY MASONS, CARPENTERS' and PLASTERERS' TOOLS is our SPECIALTY

ACME TOOL CO., Inc.
487-495 56th Ave., W. ALLIS, Milwaukee, Wis.

Western Representative:
W. R. VOORHEES CO., Call Bldg., San Francisco, Cal.

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Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

2415 No. Tenth St. - - - St. Louis, Mo.

"Stronger Chicks"



IT'S no fiction that the right incubator does produce better chicks. Read below what the Bendlage Hardware Co., Marshalltown, Iowa, says about Queen Incubators. They write:

"We have found the QUEEN line of Incubators, Brooders and Brooder Stoves more than satisfactory and can get hundreds of testimonials of Stronger Chicks and almost perfect hatches with the QUEEN. We have sold the QUEEN line for 9 years and increased our sales from 6 to 8 pieces per year to 50 pieces. We cannot too strongly recommend the QUEEN line."

If You Want to Make a Success of Your Poultry Supply Business

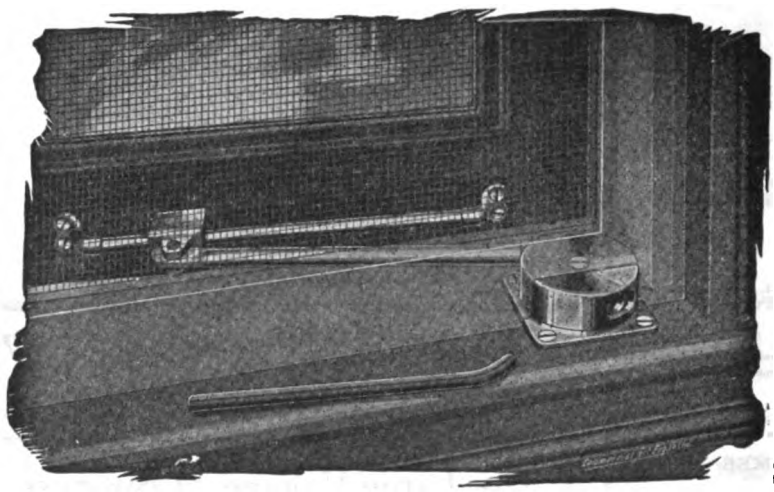
you must sell a good incubator. A cheap, uncertain incubator means death to chicks and death to business.

The Queen is known all over America as a high-grade moderate-priced incubator that delivers high-percentage hatches of chicks that live and grow.

It will make friends and business for you. Ask us about terms, etc.

QUEEN INCUBATOR COMPANY
LINCOLN, NEBRASKA

Queen Incubators



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

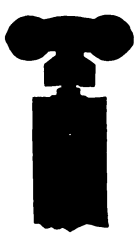
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

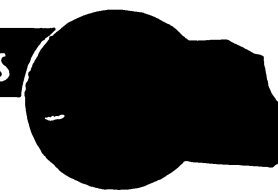
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

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Craftsman Steel Tools

THE QUALITY LOW PRICE LINE



Bell Face ADZ Eye Nail Hammers

Home owners, who do many odd jobs about the house, find this hammer especially well-adapted to their needs. The quality as well as the price is favorable to them. All steel head well balanced, with second growth hickory handles. You'll find it a popular pattern and good seller.

Write for Catalog W

THE CUSHMAN COMPANY, Inc.
Champaign, Illinois

Western Representatives: C. EDWARD WOOD CO.
Seattle, JOHN T. MITCHELL, 1322 Alaska Bldg.
Los Angeles, C. EDWARD WOOD, Mason Opera House Bldg.

"QUALITY"

THY NAME IS

BOMMER

IN ALL THAT RELATES TO

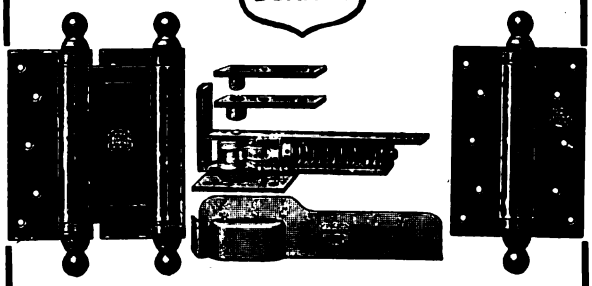
SPRING HINGES

Your door is the entrance to your "Sanctuary" in business and at home "there's no place like home."
Let BOMMER SPRING HINGES close your doors.

"They are the Best"

Established 1876

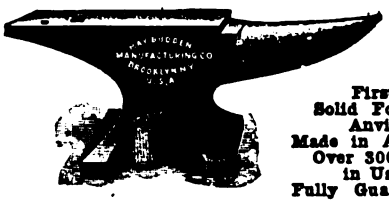
TRADE BOMMER MARK



Bommer Spring Hinge Company
Manufacturers - - - BROOKLYN, N. Y.

Hay-Budden Solid Forged Anvils

SOLD THROUGH THE TRADE



First Solid Forged Anvil Made in America Over 300,000 in Use Fully Guaranteed

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Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 553 Hollywood Av., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.



Cut Your Gauge Glasses

The Sure and Easy Way
A slight thumb pressure does the trick—with Wilkins Gauge Glass Cutter

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Western Representatives, SPRAKE SALES CO., Inc.
Prentiss N. Rice, 506 Charles Bldg., Denver
F. H. Chown, 1121 Gasco Bldg., Portland
J. E. Hooper, 202 Postal Tel., San Francisco
G. T. Sprake, 216 Higgins Bldg., Los Angeles

SILVER LAKE SASH CORD

NET WEIGHTS FULL LENGTHS

Silver Lake Co. - Newtonville, Mass.

SANFORD PLUMMER, Representative, San Francisco, Cal.

TACKS SMALL CUT NAILS

Cobblers' Nails, Glazier Points, Etc.
Double-Pointed Tacks and Staples
Send for Illustrated Catalogue, most convenient and comprehensive

THE SHELTON TACK CO.
Shelton, - - - - - Conn, U. S. A.

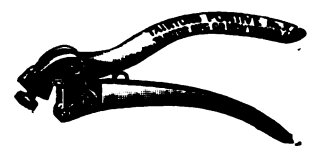


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Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. R. GILSON CO., PORT WASHINGTON, WIS.

TAINTOR POSITIVE SAW SETS



Have Set the Saws and have Set the Pace for over a Quarter Century. Send for Booklet: "Care of Saws."

Taintor Mfg. Co.
113 Chambers St.
New York City

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TRADE MARK Red Devil Tools



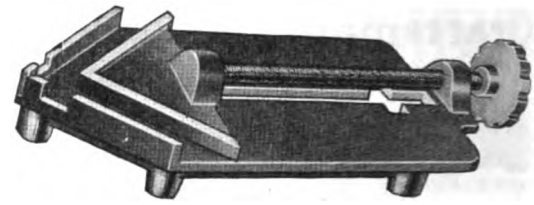
Have over a quarter century's reputation behind them for strength, durability and perfection of workmanship.

It will pay you in dollars and cents to handle a line that is so favorably known.

Send for your copy of our book "Helping the Hardware Dealer Sell"

SMITH & HEMENWAY CO., Inc.
MFRS. OF "RED DEVIL" TOOLS
261-C Broadway New York, N. Y.

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Reeves Mitre Clamps

for every need. In use by U. S. Government Builders, Manual Training Schools and Woodworkers. Send for circulars and prices. If your jobber cannot supply you, order direct.

THE REEVES HARDWARE MFG. CO.
14 North Desplaines Street, - - Chicago, Illinois

SWEDISH TOOLS are noted for their durability





"BANKO" SCYTHES are the best Swedish scythes made. They are made of three steel layers, two soft and one hard, which have been forged and drawn out by hammering. They are warranted to hold their cutting edge and are perfectly balanced. Cutting edge is polished, all other parts forged black finish and oiled. Will fit any American Snath.

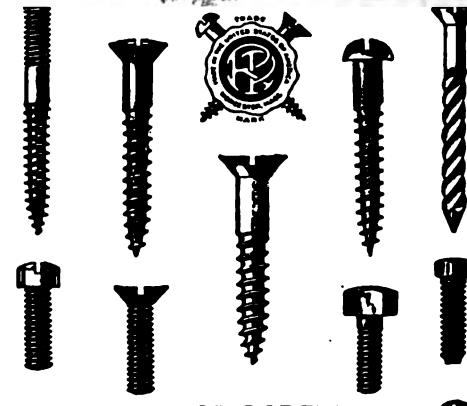
☆SSA☆

A BETTER TOOL MAKES A BETTER MECHANIC. SSA pliers represent the highest possible quality and may—for strength, durability and elegant finish—be considered in a class by themselves. Model pictured is No. 25 combination pliers, extra strongly made with riveted joints. Comes with metal or rubber insulated handles.

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SCANDINAVIAN-WESTERN IMPORTING CO., LTD.
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WOOD SCREWS
MACHINE SCREWS STOVE BOLTS
SET SCREWS CAP SCREWS
RIVETS BURRS BOLTS NUTS

REED & PRINCE MFG. CO.
MAIN OFFICE AND PLANT, WORCESTER, MASS., U. S. A.
BRANCH, 121 NORTH JEFFERSON STREET, CHICAGO, ILL.



KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished . . . $2.00

No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.
Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.

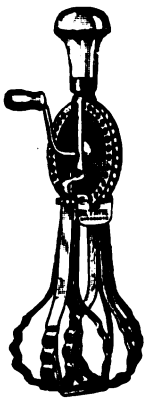


THE PACKHAM
Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

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The BILTRITE

Egg Beater and Cream Whip

Made of Retinned Tempered Steel Throughout

White Enameled Handles

Should be in every home for beating eggs, whipping cream, mixing dressings, etc. Let the "Biltrite" take the place of the various articles now used for work of this kind in the kitchen.

ORDER FROM YOUR JOBBER

The Price is Right

The Profit is "Biltrite" For You

Patented April 14, 1917.
Other Patents Pending.

STUBER & KUCK CO., Peoria, Ill.

Dealers are Reordering

In the few months since we announced the special 1½ dozen razor strop assortment shown here, dealers from Maine to California have bought. Those same dealers are reordering now. That's because

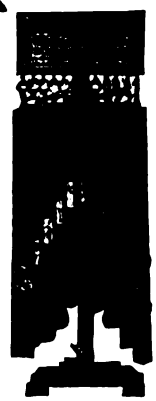
RED-E-for-Use Razor Strops

sell rapidly with 100% profit. Made from finest horsehide and shell cordovan, tanned in our own tannery. The product of thirty-five years' experience. A strop you can guarantee.

Display Stand Free

One and one-half dozen strop assortment with handsome oak or mahogany finish display stand $15 f. o. b. your store or through your jobber. Retails $30.75. Order today or write for descriptive circular.

GIBFORD MANUFACTURING CO.
611 PAYNE AVE., ADRIAN, MICH.





THRIFT *is in* THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

Our Guaranteed Perfection Economy Cobbler is the one article to put into the home.

It is the Guaranteed Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

The FATE-ROOT-HEATH COMPANY, Plymouth, Ohio

Western Representatives, H. D. TYLER & CO., 512 Pacific Building, San Francisco, Cal.
Fifth Floor Higgins Bldg., Los Angeles 1022-23 Alaska Building, Seattle, Wash. 412 Boston Bldg., Denver

Genuine Hunter's Sifter



Imitated But Never Equalled

The Standard of the World Since 1880

THE FRED J. MEYERS MFG. CO.
HAMILTON, OHIO

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San Francisco, Cal. Portland, Ore.
Los Angeles, Cal. Denver, Colo.

DI-MEL-INE

PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full measure. **RETAILS 20 CENTS** —no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.).....$37.50
Jobber's Assortment (12 doz.)..... 15.00
Open Stock, all colors, per gross..... 15.00
2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT Mfg. Co.

169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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It Sells Mop Wringers

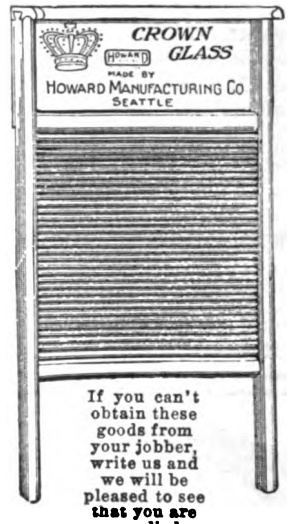
Our handsome new Display Rack, shown here, actually sells our wonderful "CAN'T SPLASH" Mop Wringer without the aid of a salesman.

25,000,000 American women are without Mop Wringers. They readily buy the CAN'T SPLASH when it is properly displayed. Get your share of this big business.

Mail us this coupon and we will send you our Sales Plan for obtaining this Display Rack free together with free advertising folders, imprinted with your name and address.



WHITE MOP WRINGER CO., 37-43 Mohawk St., Fultonville, N. Y.
Please send your "CAN'T SPLASH" Mop Wringer Sales Plan.
Name.....
Address.....



If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied

HOWARD Woodenware

Made of Select Sitka Spruce

Ironing Boards
Pastry Boards

Clothes Driers
Step Ladders

—

a Complete Line of

Washboards

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

HOWARD MANUFACTURING CO.
8th Ave. W. and Ewing St. . . Seattle, Wash.

Representatives,
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San Francisco—H. D. Tyler & Co., 512 Pacific Bldg.
Portland—Strimple & Cox, Corbett Bldg.
Denver — H. D. Tyler & Co., 412 Boston Building

TRINER Slanting Dial FAMILY SCALES



No. 24, Steel Platform
No. 25, Tile Platform
No. T-25, Polished Tin Scoop, With Steel Forks
No. T-26, Steel Platform and Polished Tin Scoop

The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high, 6 in. wide, 7¾ in. deep. Dial 6 in. in diameter.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-first Street, CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
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AMERICAN SEAL PAINTS *and* CEMENTS

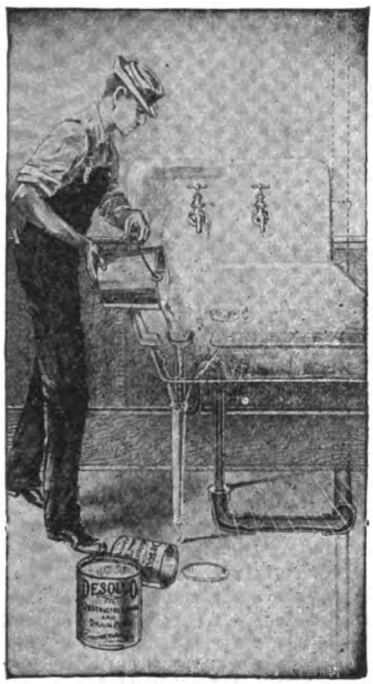
"MAKE GOOD"
WITH YOU AND YOUR CUSTOMERS
STAND FOR
QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY
The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1921

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Sing a song o' sluggish sinks,
Plumbing full o' grease,
Housewife buys DESOLVO,
All her troubles cease.

—and you sell her

CLEANS CLOGGED PIPES

Absolutely no danger to pipes, connections or fixtures

GUARANTEE ABSOLUTE

The Genuine DESOLVO Looks Like This

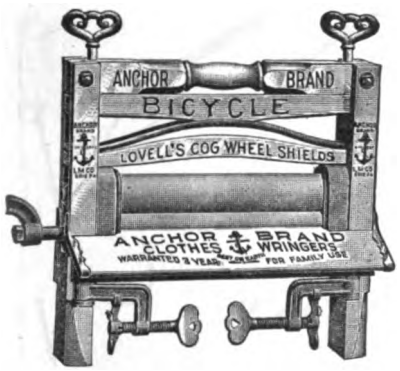


Big Discounts to the Trade
Order from Your Jobber

THE CHAMBERLAIN COMPANY
PITTSBURGH, PA.

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Have You Proved This?

We have proved that a correct design in a universally used article, manufactured strictly for improving its service to the public, will in due time build up a productive organization able to revolutionize previous habits in that line.

Take Clothes Wringers.

Clothes Wringers to-day are common and inexpensive. But they are only common because Anchor Brand led the way.

Anchor Brand is the Clothes Wringer for most American families.

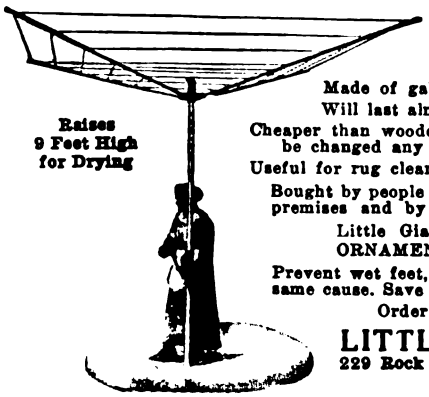
ANCHOR BRAND
TRADE MARK

Anchor Brand Clothes Wringers

LOVELL MANUFACTURING CO., ERIE, PA.
Largest Manufacturers of Clothes Wringers in the World

L. M. Co.
Erie, Pa.

Little Giant Clothes Reel



Raises 9 Feet High for Drying

Guaranteed FOREVER against defective material and workmanship.
Made of galvanized pipe and has 125 feet of soft, smooth, steel galvanized wire line.
Will last almost indefinitely and is unlike anything else made for the same purpose.
Cheaper than wooden posts with arms and wire. Easily and quickly erected and location can be changed any time.
Useful for rug cleaning, airing clothing, etc. One erected in any neighborhood sells many more.
Bought by people who take pride in their home premises and by men who love their wives.
Little Giant Clothes Reels are ORNAMENTS, not EYESORES.
Prevent wet feet, colds and other illness from same cause. Save doctor bills and lighten work.
Order from your jobber or direct from



Lowers to 4 Feet for Loading

LITTLE GIANT COMPANY
229 Rock St., MANKATO, MINN., U. S. A.
Established 1876

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Have You Ordered



CROWN TREE HOLDERS?

Sizes:
2 in. and 3 in.

THE DEMAND IS GREATER NOW THAN EVER

It's the only Tree Holder that has stood the test of practical use for more than 30 years.

Graceful --- Attractive --- Substantial

Quickly adjusted. Prevents accidents, and with ordinary care lasts a lifetime.

You will appreciate the value of a good Tree Holder if you ever tried to arrange boxes or other flimsy appliances for holding Christmas Trees. The Crown will firmly clamp and hold any size tree that can be put into it. Turning down the ring nut releases the clamps, the tree is then set into the Holder and the ring nut turned upward tightening the clamps. As the tree dries out the clamps may be retightened. It is fastened to the floor with screws or tacks.

ORDER NOW—DON'T GET CAUGHT

NORTH BROS. MFG. CO., Philadelphia, Pa.

O. MUSTAD & SON

Manufacturers

CHRISTIANIA, NORWAY

Established 1832

Mustad Key Brand Fish Hooks

are always preferred, because they are right in Shape, Temper and Finish

SUPPLYING ALL PATTERNS OF FILED POINTS, HOLLOW POINTS AND SEA HOOKS USED ON THE AMERICAN CONTINENT

Suppliers to All the Leading Fishing Tackle Makers and Jobbers in the line in U. S. and all over the world.

WORLD REPUTATION FOR QUALITY

Correspondence may also be addressed to our nearest representative.

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H. L. BOWLDS,
217-218 Mason Opera House Bldg.,
Los Angeles, California

For East, Middle-West and South:
ED W. SIMON,
258 Broadway,
New York City, New York

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Patented June 13, 1922. Others Pending.



Plaphone—600

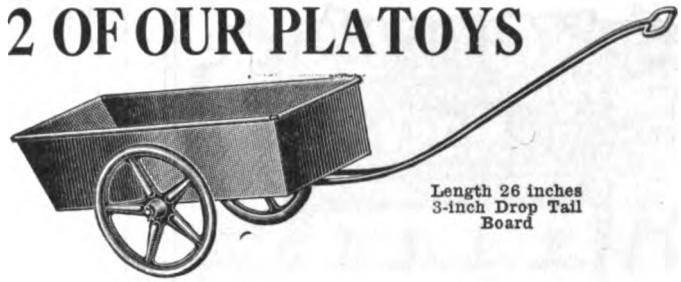
Trade Mark Registered

Ours is THE ORIGINAL Toy Telephone with rotary stroke bell attached to receiver hook

See Our Improved 1922 Model

Handsome enameled colors — Red, White, Blue, Pink, Green, as well as Rubberoid. Bright Green Mercerized Cord. Another added feature: Green Felt under Base.

2 OF OUR PLATOYS



Length 26 inches 3-inch Drop Tail Board

Placart—700

Heavy Steel Wheels with solid turned nickel plated steel hubs. Axle of large diameter. Unbreakable steel handle. Not the cheapest, but best small cart on the market. Finished in bright, attractive colors. Blue body, red wheels, black handle.

—AND REMEMBER

Plaline MEANS MADE Fine

The Gong Bell Mfg. Co.

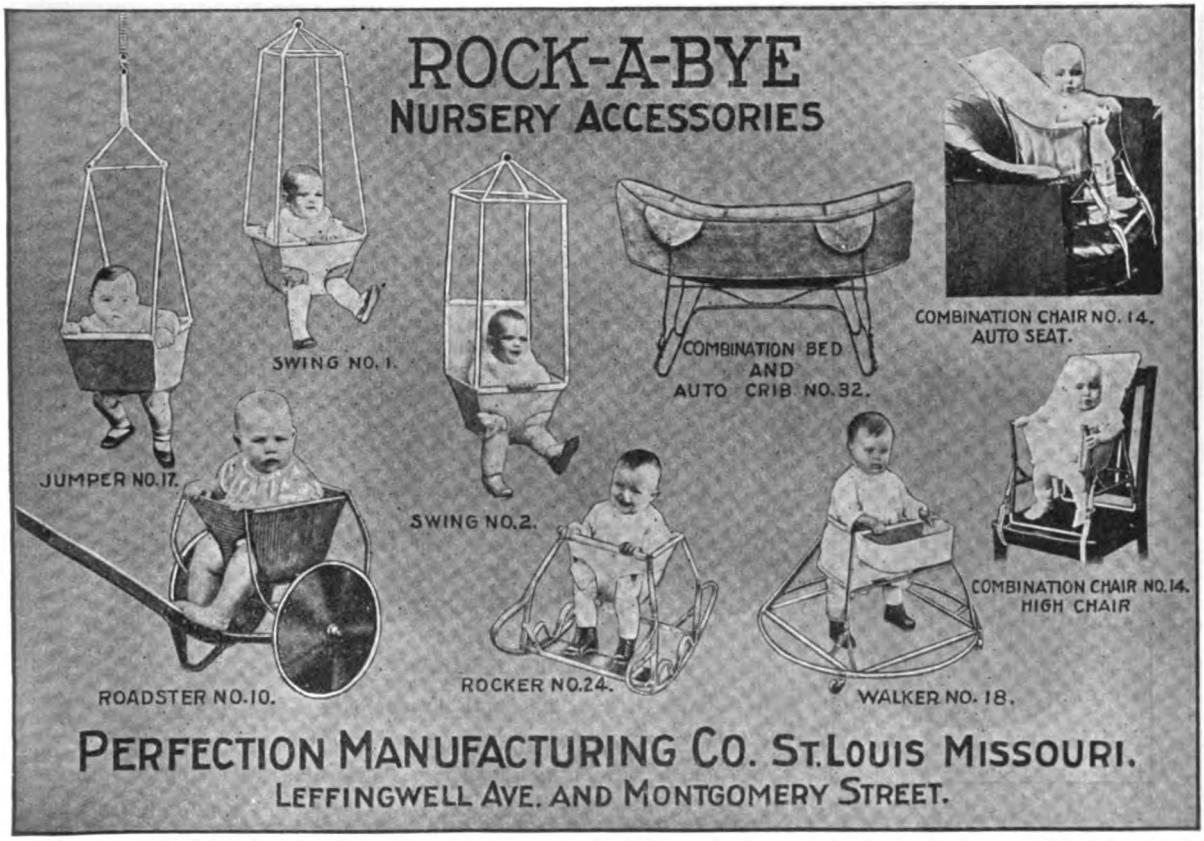
East Hampton, Conn.

Bell and Toy Makers for Over Fifty Years

We'll be pleased to send Catalog 203 — Tells all about our other Bell Toys and Bells

AMERICAN TOYS

ROCK-A-BYE
NURSERY ACCESSORIES



PERFECTION MANUFACTURING CO. ST. LOUIS MISSOURI.

LEFFINGWELL AVE. AND MONTGOMERY STREET.

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NATIONALLY ADVERTISED

Hoppe's Nitro Powder Solvent No. 9

is guaranteed to thoroughly remove the residue and stop acid action of any High Power Powder and make rifle-cleaning easy.

FREE

Our five color display stand to hold eight bottles sent on request.

FRANK A. HOPPE, Inc.

2314 N. 8th St. - - - Philadelphia, Pa.

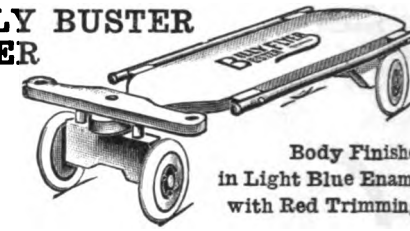
Eastern Representative: ED. W. SIMON, 258 Broadway, N. Y. City

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It's a Sled on Wheels

BILLY BUSTER FLYER

DON'T NEED SNOW OR ICE



Body Finished in Light Blue Enamel with Red Trimmings

Patented Stabilizing Gear on front axle. Prevents sudden turning of front wheels and gives the same action as a sled.

No. 20A, 30x13x6"—4¼" Maple Wheels, Metal Bearings
No. 20B, 30x13x6"—4¼" Red Disc Wheels, Metal Bearings
No. 20C, 30x13x6"—4¼" Yellow Disc Wheels, Metal Bearings
No. 30B, 33x13x6"—Yellow Disc Wheels, Metal Bearings
No. 30A, 33x13x6"—Red Disc Wheels, Metal Bearings
PACKED 2 IN SHIPPING CASE; WEIGHT 20 LBS.

WE MANUFACTURE A COMPLETE LINE OF

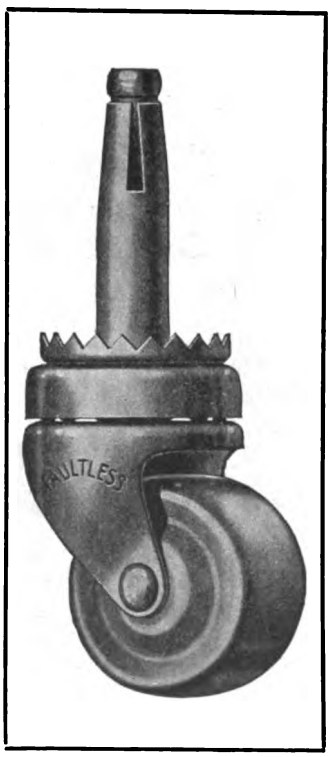
WHEEL GOODS, TOYS, GAMES

Our prices are down to pre-war basis and deliveries are prompt.

Write us direct or write our Western Representative and you will receive prompt reply.

WILDER MFG. CO., St. Louis, Mo.

Western Representatives:
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512 Pacific Building, San Francisco, Cal.
Fifth Floor, Higgins Building, Los Angeles, Cal.
1022-23 Alaska Building, Seattle, Wash.
412 Boston Building, Denver, Colorado



Faultless
Ball-Bearing Casters

"Moves the FAULTLESS Way"



Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS BALL BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitæ, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

BY INVITATION MEMBER OF



Faultless Caster Company

Executive Offices

Evansville, Indiana

Eastern Sales Office: 200 Fifth Avenue, New York

Western Sales Office:
320 Market Street, San Francisco, California

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Why Are Felt Wads So Important?

Because the shooting qualities of the shell are absolutely dependent upon the ability of the wads to properly confine the gases. When the shell is fired there is a rush of white-hot gases for freedom. This rush can be controlled only by having wads that will expand upon entering the barrel, thus delivering a steady concentrated drive on the shot. Such wads will prevent balling of the shot, leading of the barrel and tend to produce uniform high-percentage patterns and velocities. On the other hand, wads that are made of hard material that have no expanding power or wads of a thin body will not confine the gases, thus resulting in leaded barrels, patchy patterns and poor velocities.

The Peters Cartridge Company has for 25 years manufactured its own felt wads. The felt used in them is made of long brown cattle hair, worked up into compact resilient and elastic clean felt wads which will properly confine the gases.

Get a little curiosity—see what your shells are made of. Take your knife and cut open a few of them and see whether the wad is of a type that will give you the best results. Whether on the hunt, or at the traps, PETERS shells can always be depended upon to deliver results that will please the most exacting shooter.

PETERS AMMUNITION

The Peters Cartridge Company, Cincinnati

New York San Francisco

AT $5.00 RETAIL

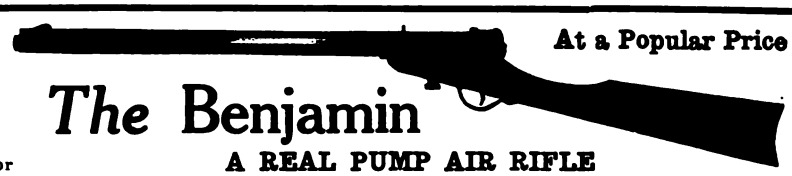
The Most Wonderful Air Rifle Ever Invented

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

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ST. LOUIS, - - MISSOURI

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320 Story Bldg., Los Angeles.
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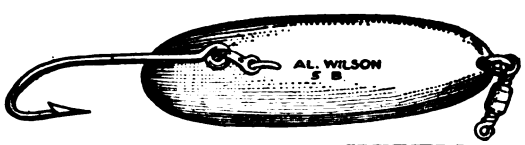
At a Popular Price

The Benjamin

A REAL PUMP AIR RIFLE

ONE STROKE OF THE PUMP AND YOU CAN SHOOT

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.



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SPINNERS
BASS SPOONS
CONNECTING LINKS
With the Safety Catch

Famous from Pacific to Atlantic for workmanship and material.

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KNOWLES
AUTOMATIC STRIKER SPOON

Automatically hooks the fish the instant he strikes.



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SPIRALETS FOR Marking Poultry

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80 per cent



The dealer who can say: "Here it is" when asked for any of the lamps shown on the HYGRADE Price Card will be able to supply—over the counter—fully 80 per cent of the total demand for lamps made upon him.

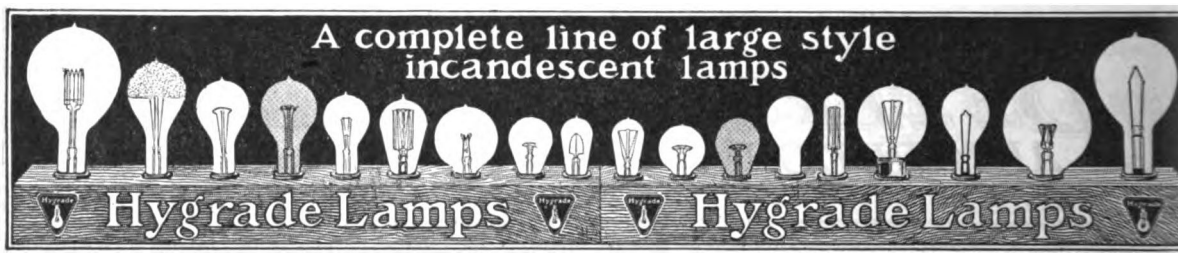
He'll have the satisfaction, too, of telling his customers: "You cannot buy a better lamp."

HYGRADE LAMP CO., Salem, Mass.

OMER COX, *Pacific Coast Representative*, Atlas Building, San Francisco, California

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In Over A Million Homes

Our guarantee represents over 40 years of experience. You make satisfied customers by handling the WHITE MOUNTAIN line—standard of the world.

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DUALITE

The Only Lamp with the Double Filament

QUALITY WHITELITE LAMPS

From 40 to 1000 Watts



Licensed under General Electric Company's Patents

Two Lamps in the Space of One

Sounds impossible, doesn't it? Yet that is exactly what the DUALITE IS. The DUALITE is the only lamp with two filaments each arranged to give lasting and efficient service. The second filament is used only after the first has done its full duty. The DUALITE lasts twice as long. It is convenient, saving you the trouble of hunting for a new lamp when it burns out (after about 1000 hours) the first time. The DUALITE saves you storing space. It saves you transportation charges. The DUALITE saves you money. Our price is much below the price of two single filament lamps of the same wattage.

The DUALITE is made by the manufacturers of the well known WHITELITE QUALITY LAMPS.

Ask us for working details and prices. You cannot help being interested.

WHITELITE ELECTRIC CO.
368-370 Broome Street, . . New York City

DUALITE

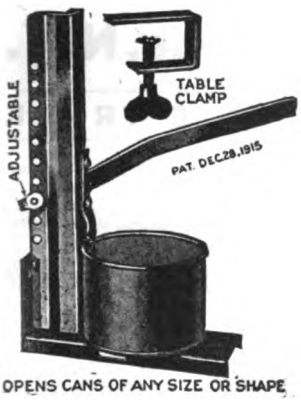
Now in 40, 60, 75, 100 and 200 Watts



The Dualite is fully protected by U. S. Patents, and is made and controlled exclusively by us.

The Superior Gas Filled Lamp with One Filament

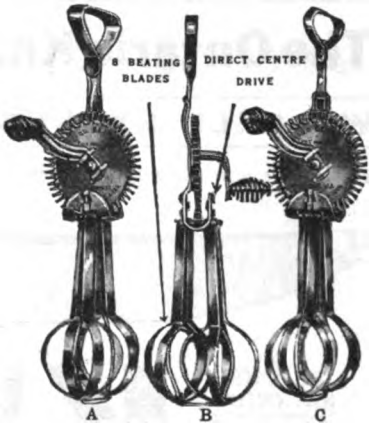
WHITELITE



OPENS CANS OF ANY SIZE OR SHAPE



Quality and the Ladd Line



National Hardware Bulletin, June, 1922, says: "QUALITY GOODS are not something for a limited class. They have their ATTRACTIONS FOR EVERYBODY, even those who cannot afford them. The admiration and hunger for QUALITY is one of the deepest human instincts, AND NO BUSINESS MAN CAN GO WRONG IN APPEALING TO IT." The LADD LINE now REPEATS IT and modestly invites your especial attention to itself—THE QUALITY BEATERS OF THE WORLD. Add to QUALITY, the words PROFIT, SERVICE, SATISFACTION (with which quality is stuffed) and you have your own and the Ladd Line's appropriate slogan.



Ladd Mixer-Churns

LADD BEATERS—Four styles for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.
SATURN REELS—Two finishes, 40-ft. cord.
SATURN CAN OPENER—Safety, Stationary.
CAN OPENERS—Five usual varieties.
RAZOR PARING KNIFE. NUT CRACKERS.

JOBBERS the world over and US



Saturn Clothes-Line Reels

UNITED ROYALTIES CORPORATION, 1133 Broadway, New York

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Always Klean—Easily Kept Keen



No 2 H 30 S 08

This and all other Stainproof Carvers are made up with Stainproof Steel or Nickel Plated Forks

Write for Prices on Stainproof Cutlery

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Factory: Shelburne Falls, Mass.

Pacific Coast Representatives:
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HIGH CLASS
Pocket Cutlery

There is a difference in Cutlery, as well as any other commodity.

That is why we consider "**Quality**" the most important in the manufacture of our product.

Blades hardened in Coke, **tempered** on copper **plate**, and **ground by hand.**

Built and inspected by those skilled in the trade, eliminating danger of a product contrary to the standard set.

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WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



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HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world

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Over Fifty Years Ago When

FOSTER BROS. CUTLERY



was first made, it was the primary object to develop a line of butcher cutlery that would be the leader in its field.

How well we succeed is amply borne out in the fact that Foster Bros. Cutlery is accepted as the standard quality throughout the butcher trade.

Hardware dealers who carry the Foster Bros. Brand are assured of sales that mean satisfaction to their customers, and also net them quite a profit.

Write your jobber for prices

THE BRAND IS FOSTER BROS.

JOHN CHATILLON & SONS

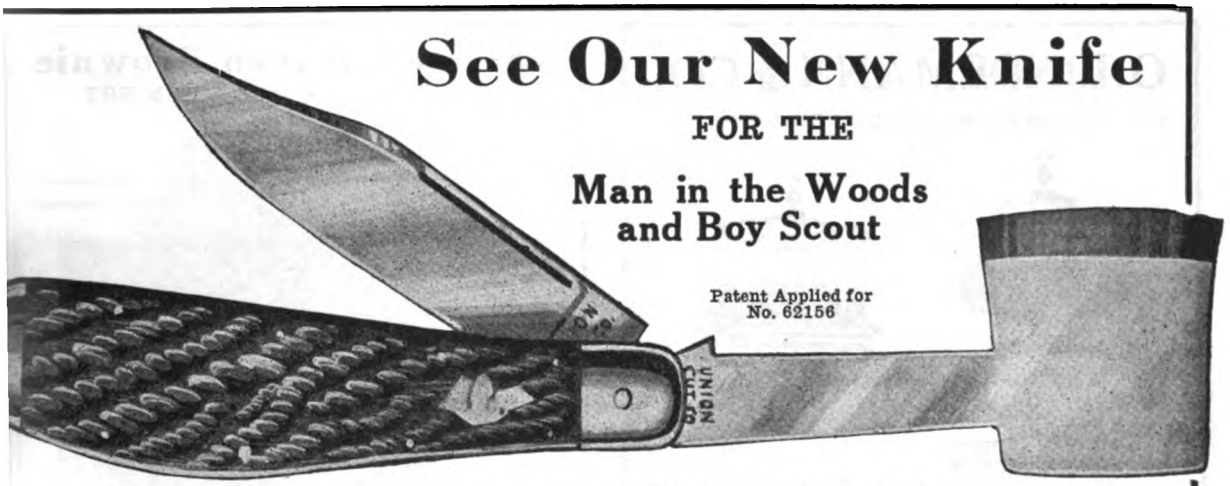
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FOR THE

Man in the Woods and Boy Scout



Patent Applied for No. 62156

We make everything in the line of Knives for the Outdoor Man

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Trade-Mark Registered

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"Fiat Lux"—

said the Glad-'e-ate-'er when he wanted a light.

"Nitrogon"—

says the wise merchant and discriminating jobber when he wants a real lamp.

"You see them everywhere"

MR. DEALER: There is a jobber distributing NITROGON lamps in every principal city.

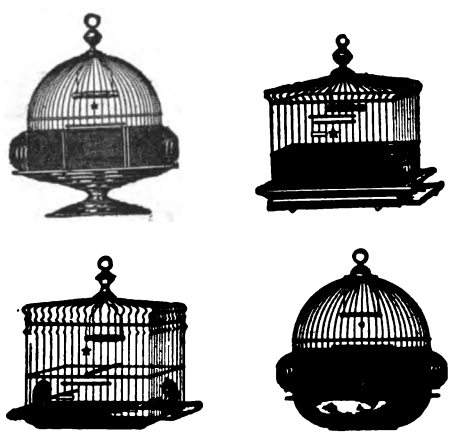
NITROGON ELECTRIC CO., Factory, Newark, N. J.

LLOYD SALES AGENCY, Furniture Exchange Building, San Francisco, Pacific Coast Sales Representatives

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O. LINDEMANN & CO.

35-37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and TINNED WIRE

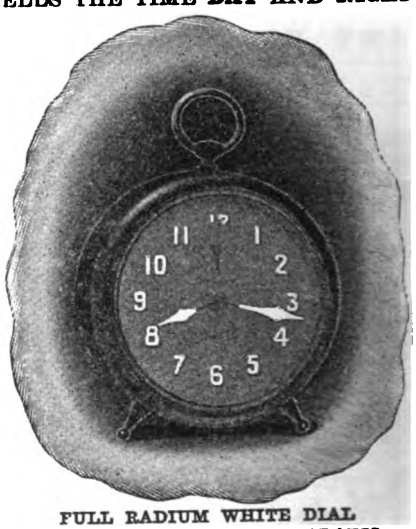
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TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL

ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches.

Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

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NORTHLAND SKIS are Christmas Sales Winners

These well advertised, high quality skis are well known to both expert and beginner. They insist on the blue trade-marked Northland — Be ready for the gift-time demand with the fastest selling ski on the market. Better mail your order today — immediate deliveries.

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World's Largest Ski Manufacturers

PERFECT ELECTRICAL PROTECTION



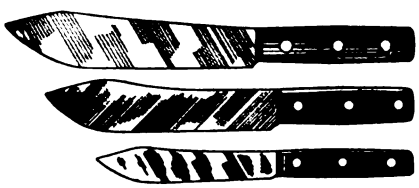
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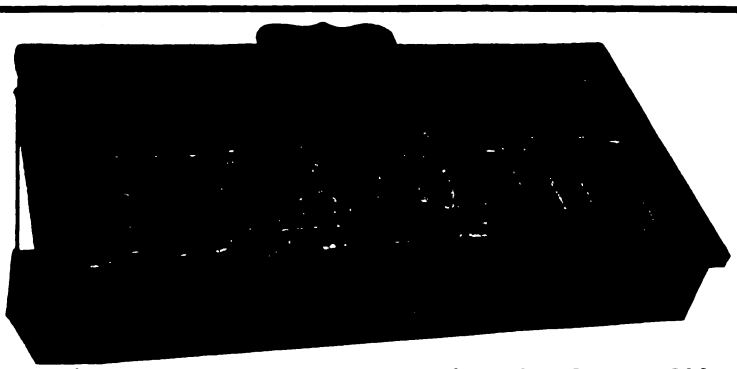
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GUARANTEED HAND MADE KNIVES, CLEAVERS AND STEELS

Not a table knife, but a real Tool for the Kitchen, Hotel and Butcher. Write for Catalog and Prices to
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We Manufacture a

Large Line of Pocket Knives with Stag, Wood and assorted handles, also Transparent handles showing beautiful art pictures and Lodge Emblems. Razors with new features never offered the trade before. Advertising knives that bring the business. Handsome display case goes with our special introduction offer. Prices Right.

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Garage Tools
Ask your Jobber

Standard tools for fast, accurate work in refacing, reseating and grinding any and all size valves, also Flexible Shaft Attachment.

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Compound Lever Snips and Pruning Tools



Best tool steel and even cutting jaw. Made in all sizes. Fully guaranteed.

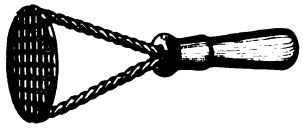
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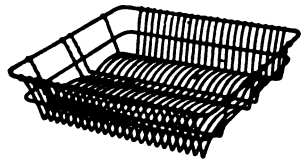
ARE USED IN EVERY HOME

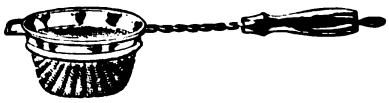
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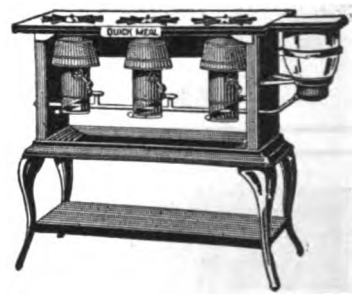
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Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 130

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

We also carry a large line of
COAL RANGES

C. H. SCHIECK
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715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of
GAS RANGES

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Vitrifused
RUST RESISTING FLUES

—a rust protection made to PROTECT —not merely to sell

Some ranges deserve better rust protection than others.

For instance: take the cheaply built range.

It doesn't need any rust protection at all. Why prolong its life past the point where it can give good service? It don't pay.

But with the Monarch it is different. The very best rust protection possible to provide is a wise investment. For every year we can add to the life of the Monarch means another year of dependable, economical service to the user.

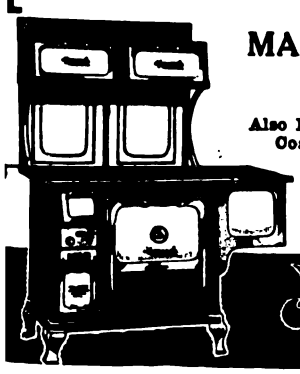
The Monarch's Vitrifused flue linings are the solution of the rust problem of the foremost metallurgists of the country.

Vitrifused was developed as a real protection—not a mere "selling feature."

Yet when properly explained, Vitrifused Flues form a powerful sales argument that Monarch dealers are using with good effect.

If you have not yet "discovered" the Monarch, by all means send for our catalog. You will find Monarch prices far lower than you could expect from comparison with the Malleable Ranges.

The manufacturing economies of our complete Model plant are responsible. And the advantage of a low price plus the highest quality means more sales and bigger profit to you.



MALLEABLE IRON RANGE CO.

Also Makers of Paramount Gas-Coal Combination Ranges

Beaver Dam, Wis.

Monarch MALLEABLE



$2.25 List

What you've been looking for—

In a wood tub freezer

CUSTOMERS are more and more looking for VALUE at a LOW PRICE. The success of our new metal Polar at $1.50 proved it, so we have perfected a new wood tub, The Alaska Special, to meet the same demand.

To any customer there is always something particularly attractive about a "special." But the "Alaska Special" is not only "special" in name. By making it in just the "two quart" that most people require, we have gotten the selling price down to $2.25, east of the Mississippi.



You can guarantee that the Alaska Special will give special service, too. The tub is kiln dried pine with welded wire hoops; the can high and narrow for quick freezing and made of 3A charcoal tinplate. All parts in contact with the cream are block tin coated and all outside parts heavily galvanized. The dasher is the improved type with Double Self-Adjusting Wood scraping bars. The gears are strong and simple, and enclosed in the frame.

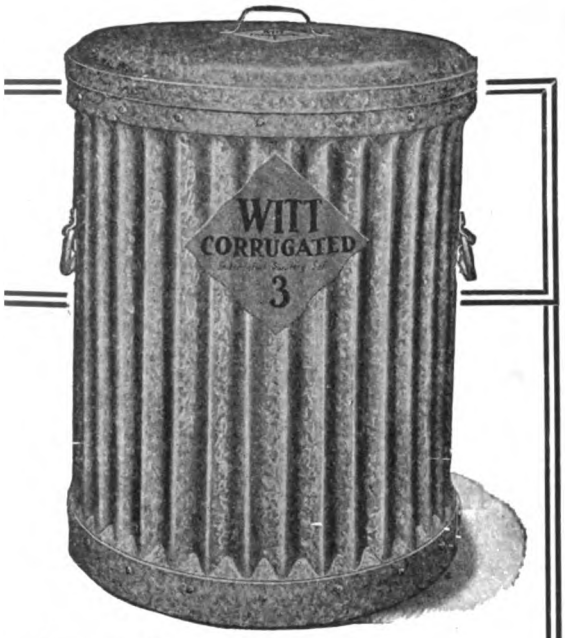
Customers readily realize that the Alaska Special offers exceptional value. Your profit on every sale is good and the sales easy and rapid.

For those who can afford a higher priced freezer you want to stock the regular Alaska, with the aerating spoon dasher. The Polar will take care of the low priced, 2 quart, metal freezer demand, and the North Pole, somewhat higher priced, comes in different sizes.

Write us or your jobber for prices at once.

THE ALASKA FREEZER CO.
Winchendon, Mass.

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Cold Weather Furnace Fires Ashes

Now is the time to stock up on Witt Corrugated Ash Cans.

Their fire-proof qualities, their rugged construction, assures you of a quick turnover with very little sales effort.

Dealers who sell the Yellow Labeled

WITT

CORRUGATED ASH CANS
and
GARBAGE PAILS

are selling prestige builders. The buyer of a Witt recommends your store to others as one that handles reliable merchandise.

Put in a stock of Witt Cans now and get the benefit of a fall and winter demand.

If your jobber cannot supply you, write us.

Catalog on Request

The Yellow Label Means *"Quality"*

FOR SALE ON THE PACIFIC COAST BY

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Whiton Hardware Co.	Seattle, Wash.
J. Bornstein & Sons, Inc.	Seattle, Wash.
Schwabacher Hardware Company.	Seattle, Wash.
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THE WITT CORNICE COMPANY

CINCINNATI, OHIO

Also makers of the lighter weight Brighton line of Cans and Pails. Write for quotations.

Every Furnace Owner Buys It



HERCULES Soot Destroyer saves the furnace owner fuel, money and work; besides, it eliminates the possibility of a soot-soiled home.

Place this harmless chemical-treated powder on the red-hot coals and it consumes all the accumulated soot and scale in furnace, stove or chimney. Everybody wants it because the coal it saves would buy a dozen packages. The saving in cleaning pipes and furnace would buy a dozen more.

Retails at 25c a package. Pays you $2.50 a case of 24 packages. Turns over fast now. Try a case.

HERCULES PRODUCTS CO., Council Bluffs, Ia.

Eastern Representative:
Jno. H. Graham & Co., 113 Chambers St., New York

HERCULES
Soot Destroyer

WOOD SCREWS

CONTINENTAL WOOD SCREW CO.
INCORPORATED 1904
SPECIAL SCREWS AND UPSET WORK
IRON. BRASS
BLUED AND NICKELED SCREWS
NEW BEDFORD, MASS. U.S.A.

MACHINE SCREWS

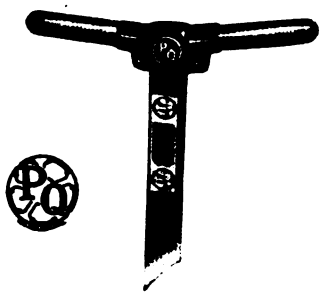
ANDREW CARRIGAN CO.

Pacific Coast Representative

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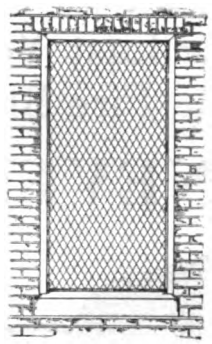
As further evidence of our constant effort to maintain highest quality in every part of Pennsylvania Lawn Mowers, note the new handle now on all our lawn mowers.

This patented, steel-braced, hardwood handle cannot work loose—because the compensating brace accounts for any slight shrinkage of the wood.

The special shape of this new handle makes a distinctive mark that identifies at a glance all "Pennsylvania *Quality*" Lawn Mowers, no matter what the brand name may be.

PENNSYLVANIA
Quality
LAWN MOWERS

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA



Wire Window Guards

Send in your special orders giving quantity and size.

Quick shipment

THE DOW CO.
Incorporated
206 N. Buchanan Street
Louisville - Kentucky



Removes Rust
Makes Old Metals Like New

TOM-TAP Brand STOVOIL removes and prevents rust, cleans and polishes any metal — iron, steel, brass, bronze, copper, nickel and silver. Makes and keeps old like new. Ideal for stoves, tools, golf clubs, automobiles. **Guaranteed.** Send 38 cents stamps or coin now for big bottle postpaid.
Exclusive Territory to Live Representatives
SUPERIOR LABORATORIES, Dept. 000, Grand Rapids, Mich.
General Sales Corp., Los Angeles and San Francisco, California



with the **LOCKED HANDLE**

The patent wedge does it!

Only on Uncle Sam Hammers, and remember each hammer carries the Underwriters' Laboratories label. Here are two big selling points that will help give you the "cream of the hammer business" in your community.

Stock Uncle Sam Hammers!

Vaughan & Bushnell Manufacturing Company
Makers of Fine Tools
2114 Carroll Avenue, - - Chicago, Ill., U. S. A.

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"It Was New Last Year But It Is the Standard Fire Shovel Now"

The "NEVERBREAK"



The extraordinary merit of the "NEVERBREAK" Fire Shovel made it in one year the recognized leader of all Fire Shovels.

This Solid Forged Steel Shovel quickly convinced the Public that it was a money-saver, and its steadily increasing sale proves that there is always a market for an article that gives complete satisfaction.

Made with Handles 10, 16 and 20 inches long. Blade on all sizes 5½x8 inches.

Every purchaser of a "NEVERBREAK" is a salesman for your Store.

Can be secured at all leading Jobbers, or write us direct for prices.

MADE ONLY BY

THE UNION FORK & HOE CO. - Columbus, Ohio

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel Steel*) *Ware*

El-an-Ge Enameled Ware

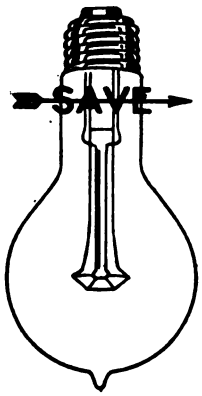
and

Pearl-Agate

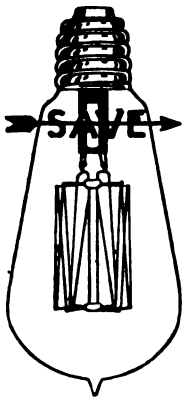
Turquoise Enameled Ware

New York Chicago Boston San Francisco

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SAVE

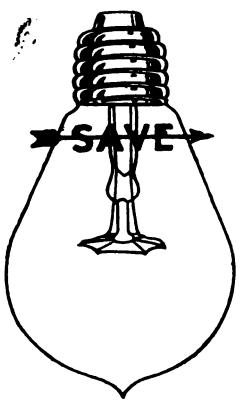


QUALITY

is the cheapest thing in the market. It is the basis of all economy.

SAVE LAMPS

are economical lamps because they furnish maximum service at minimum consumption of current.

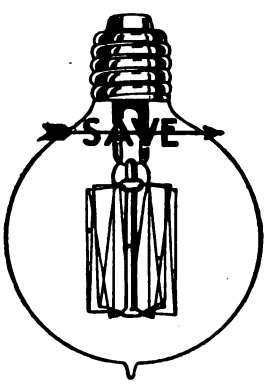


SAVE ELECTRIC CORPORATION

615-623 Front Street, TOLEDO, OHIO
220-254 36th Street, BROOKLYN, N. Y.

EXECUTIVE OFFICE: TOLEDO, OHIO

Pacific Coast Representative:
J. R. O'DONNELL & CO.,
San Francisco - - - Los Angeles



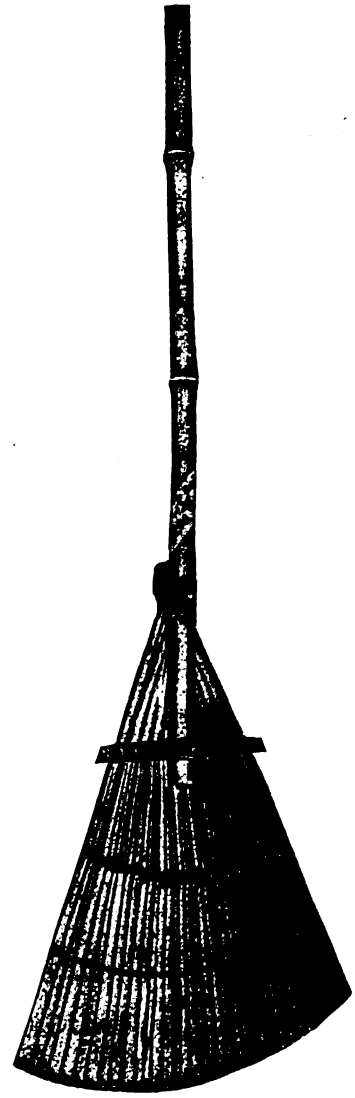
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You Need this Bamboo Rake for Fall Trade

At least 50 to 100 of them. Many dealers will sell 500 to 1000 or more.

Only Practical Rake made for Lawns — Never clogs.

ASK FOR SAMPLE — FREE TO DEALERS AND JOBBERS



Absolutely the Best and Cheapest Lawn Rake made.

Conforms to the unevenness of the ground—Securely made with bolts and well braced.

40,000 Sold every month.

Light, Durable, Easy to Handle. Saves Time and Labor, and a good Profit for the Dealer.

So confident are we that your customer will buy these Bamboo Rakes on sight that we will send a

Sample Free to any Dealer or Jobber.

If your jobber can't supply you, write the Manufacturers Direct.

ADDRESS NEAREST OFFICE

TSUCHIYA TRADING CO.

321 Bankers Investment Bldg.
San Francisco

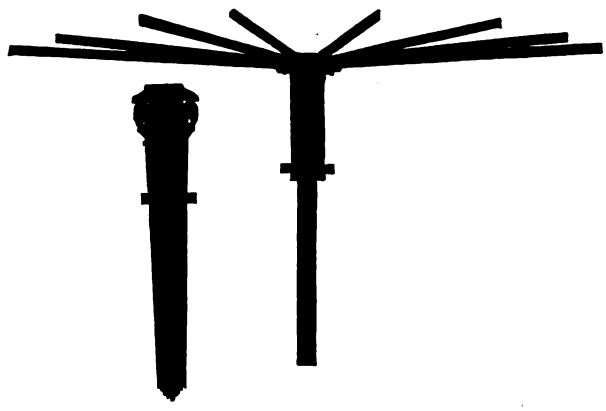
Manufacturers

1220 Boatmen's Bank Bldg.
St. Louis, Mo.

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The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

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What Twelve Years Will Do For Your Store

IT will have given you a chance to learn of the merits or de-merits of certain makes of refrigerators. You learn in a dozen years whether or not you have been selling a satisfactory product. And we know from twelve years' actual selling that the

MONARCH REFRIGERATOR

(Name registered U. S. Patent Office)

will give to you, as it has to us, that degree of satisfaction that comes from selling Quality merchandise. We have never had more real pleasure from selling any product.

PLACE ORDERS NOW

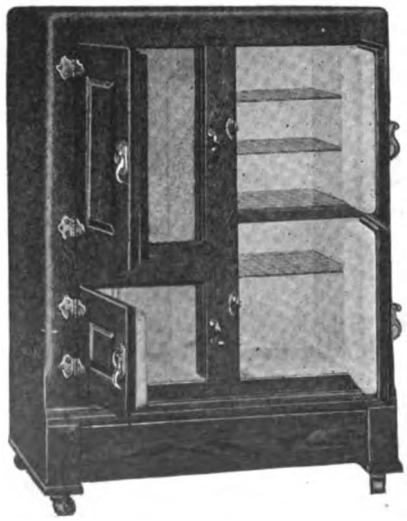
The factory representative has informed us of scarcity of coal and labor at the factory, of unsettled conditions and trying times. It means that the factories are not producing the quantities that should be produced. It means also that the merchant who studies future profits, should place his orders at this time to be assured of receiving the goods, and also to receive the benefit of a material concession in prices.

PRICE IS RIGHT

We ask a comparison of THE MONARCH with any other high-grade refrigerator and then you'll see that our prices are just a little better.

ICE CAPACITY

When someone begins to talk ice capacity to you, be sure you secure the actual measurements of the box. The term "ice capacity" is much overworked and the measurements of the Refrigerator should be considered instead.



We will gladly submit literature and any other information to those live dealers interested in more sales and bigger profits. Address us today.

Union Hardware & Metal Co.

Distributors

411 East First Street - - Los Angeles, Cal.

MONARCH REFRIGERATOR WORKS
Burlington, Vermont

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STIMPSON
HARDWARE SCALE

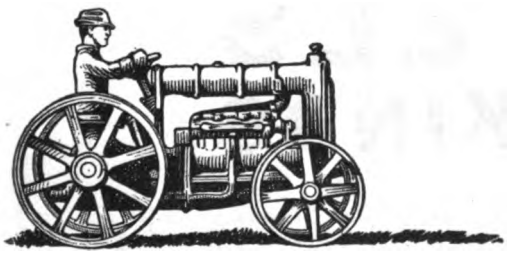
— merely place goods on platform and correct weight and value are given instantly — automatically.

Both wire rack extensions fold back into base when not in use, without adjustment of balance



Write for full particulars

Stimpson Computing Scale Co.
INCORPORATED
LOUISVILLE - - KENTUCKY



You can almost hear its engine roar

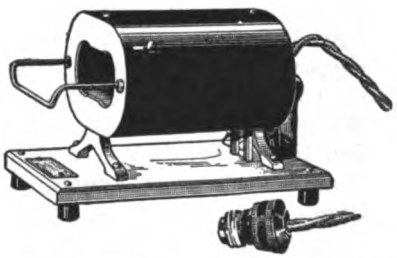
THE Arcade Toy Fordson Tractor is made of rugged cast iron and painted in the true Fordson colors. You simply can't resist the desire to give it a push and see it scoot across the floor.

Put this "Fordson" on your counter and let your customers see it — they'll sell like hot-cakes! Like the Arcade Yellow Cab Toy, the Arcade Toy Fordson Tractor is taking the country by storm. Don't delay in hitching up with this real, fast-selling — and profitable — line. Write for prices and catalog of many popular hardware items.

ARCADE MFG. CO., Freeport, Ill.

IT WILL PAY YOU TO SELL THIS LINE

OP-AL Electric Soldering Iron Furnaces



Made in three sizes. More reliable and useful than the electric soldering iron. Sells at a competitive price and is fully guaranteed.

Write for prices and discounts

The OP-AL ELECTRIC & MFG. CO.
36th and Kenwood, - - - Indianapolis, Ind.

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Sapolin is bought and used by millions of men and women in the home, by hospitals, city and state buildings and in the manual training departments of schools throughout the United States.



Having made a very comprehensive study of the requirements of the consumers who use thousands of small cans annually from 1/6 pints to quarts, we are qualified to supply **Sapolin** Enamel to meet every possible demand.

SAPOLIN ENAMELS OF ALL KINDS

Every dealer who sells enamels knows that to get the best results he must sell "Special Enamels for Special Purposes." That is why we are prepared to supply **Sapolin** Enamels of all kinds, so that there will be no disappointment on the part of the consumer and no loss of sales on the part of the dealer. **We offer — Sapolin** Porcelain Finish Enamel, **Sapolin** No. 100 Gold Enamel, **Sapolin** Bathtub Enamel, **Sapolin** No. 66 Stove Pipe Enamel, **Sapolin** No. 120 Aluminum Enamel, **Sapolin** Iron Enamel, **Sapolin** Wire Screen Enamel, **Sapolin** Porch Furniture Enamel, **Sapolin** Motor and Engine Enamel, **Sapolin** Auto Enamel and **Sapolin** Special Metallic Enamels in various shades, etc.

We are also manufacturers of **Sapolin** Stains and Gilding Specialties, Bronze Powders, Bronzing Liquids and Banana Liquids.

You are invited to correspond with us, and price lists, sample packages, color cards and anything that you desire to enable you to consider the stocking of **Sapolin** will be sent upon request.

Gerstendorfer Bros., 231-5 E. 42nd St., New York

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1834 MODEL ROASTERS 1922

Finish — Blue Glazed Enamel



Small . . No. 110 Large . . No. 410

Manufactured in Two Sizes

SMALL	LARGE
15½ x 10¼ — 6½	17¾ x 11¾ — 8
Capacity	**Capacity**
10 Lb. Round Roast	18 Lb. Round Roast
8 Lb. Rib Roast	14 Lb. Rib Roast
8 Lb. Leg of Lamb	15 Lb. Leg of Lamb
1-10 Lb. Turkey or	1-16 Lb. Turkey or
2-4 Lb. Chickens	3-4 Lb. Chickens

TESTED AND ENDORSED BY THE TRIBUNE INSTITUTE

MODEL ROASTERS
Carry This Endorsement

ıish — Gray Enamel, Black Handles



ıll . . No. 130 Large . . No. 430

Finish — Blue Spattered Enamel



ıl . . No. 120 Large . . No. 420

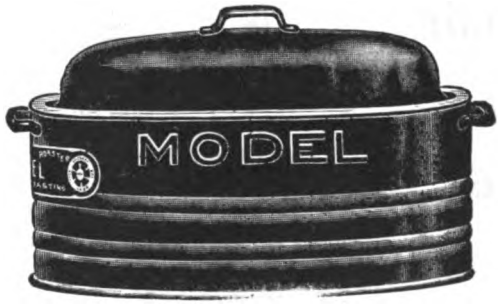
el Roasters are made in sizes which nodate practically any and all stoves es.
el Roasters are finished in Gray Enam- e Enamel, Blue Spotted Enamel, Sheet affording a selection appreciated by ives.

THE CENTRAL STAMPING COMPANY N.Y.

THE "MODEL" OVAL ROASTER

PREFERRED WHERE WELL ROASTED FOOD IS APPRECIATED

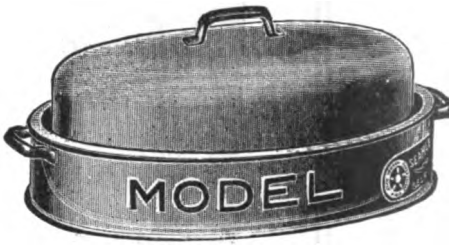
SPECIAL EXTRA LARGE
ONE SIZE ONLY
Serves Every Purpose



Finish — Sheet Steel and Blue Glazed

Including Handles 12⅝ x 18⅝ x 20¼

Finish — Sheet Steel



Small . . No. 750 Large . . No. 250

Fish Rack to Order



Showing Fish Rack in Roaster

Model Roasters are so constructed that they are seamless, thus sanitary; Self Basting and Self Browning which eliminates the possibility of "Dry Roasts" and insure an even roasting throughout.

Ask for Catalog No. 43 showing complete line of Hotel Ware, Enameled Wares, Tin, Japanned and Galvanized Wares

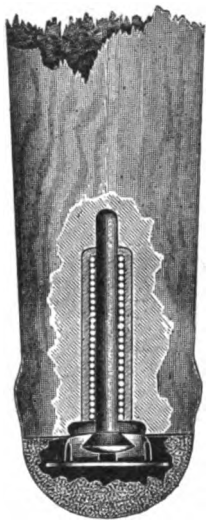
THE CENTRAL STAMPING COMPANY

206-208 Broadway, New York, N. Y.

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The New Boston Rubber Chair Tip

SprinGriP
TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

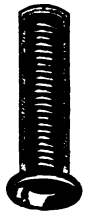
BRASS WASHER



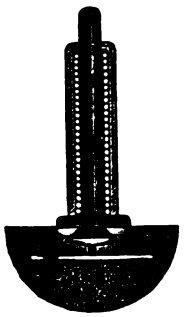
BRASS NAIL



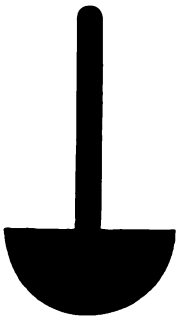
SPRING SOCKET



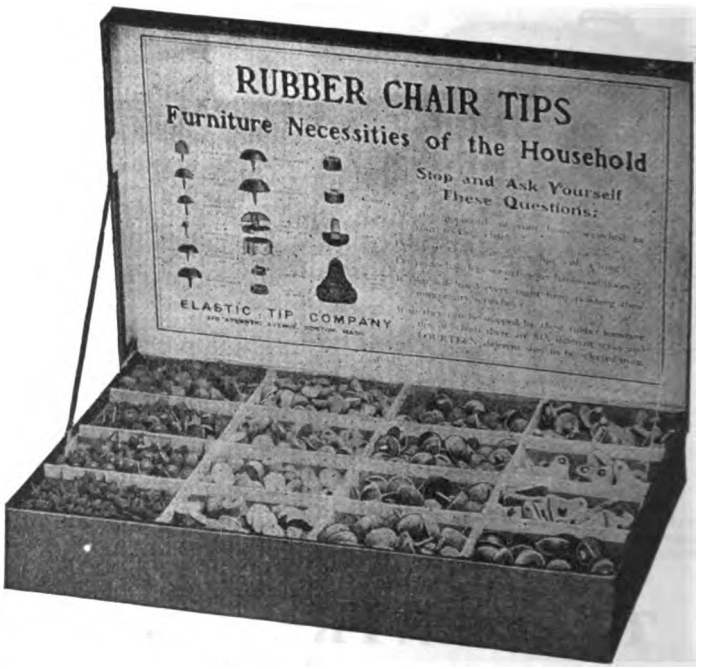
COMPLETE TIP ASSEMBLED



RUBBER TIP WITH THE BRASS WASHER AND NAIL MOULDED IN SAME



Assortment Box of Rubber Chair Tips for Furniture



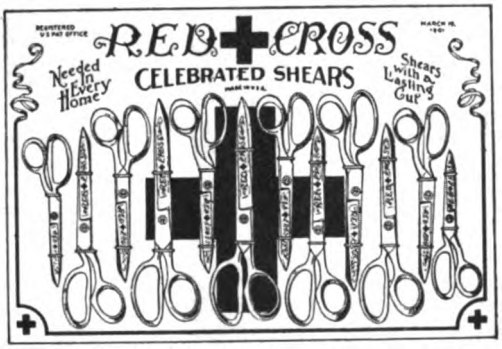
THE ELASTIC TIP CO.
370 Atlantic Avenue
BOSTON - MASS.

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SHEARS **Atlas** SCISSORS

CARDED ASSORTMENTS

The Shears with the Lasting Cutting Edges



We make a very complete line of Cutlery to retail from 10c to $1.00 per pair.

Our Catalog No. 19, with prices, will be sent on request.

There is a steady demand for "Atlas" Brands and you should supply the same.

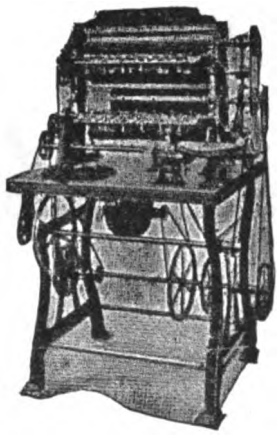
WE SELL WHOLESALE TRADE ONLY

THE ATLAS SHEAR CO.

236 North Avenue - Bridgeport, Conn., U. S. A.

Pacific Coast Agts., John T. Rowntree, Inc., San Francisco
Southern Agts., Crenshaw Sales Co., St. Louis

It's Walking in Front of You— Beside You—Behind You—*Money*



At 25c per dozen it would cost Five Millions Nine Hundred and Forty-four Thousand Nine Hundred and Eighty-two Dollars and Fifty Cents to resharpen the safety razor blades made and sold by the Gillette Co. during the year 1921 alone, and then think of what a lot the rest of the manufacturers of the world are turning out. Maybe you are a shaver, Mr. Reader—maybe you are a waster. Because you buy a dozen razor blades, shave with them a few times, edge gets dull—then you throw them away. Finest steel on the market and yet you and millions like you spend the money, and because the edge gets dull you throw the blades away. The Hatfield resharpens them like new, because our machines resharpens them the same way they are made, with the rolling and sliding motion.

7 machines **Booklet for the asking.**

HYFIELD MFG. CO.

292 Church St., - - New York City

Without Scratching

How to sell keelers as dishpans and reap a rich return

WOMEN have long lamented the scratching of silver and the chipping of fine china while washing. Since the introduction of the porcelain sink they have had another trouble because ordinary dishpans soon mar its fine surface. All these annoyances can now be avoided. Sell your women customers the handsome "Fibrotta" keelers for dishpans. You can imagine how eagerly they will purchase when they know the facts.

Tested by "Good Housekeeping"

The report of the test conducted by Good Housekeeping Institute of "Good Housekeeping" Magazine speaks volumes for the selling possibilities of "Fibrotta" Keelers. This report states that they find these keelers

1. ***Will not scrape porcelain sinks.***
2. ***Will avoid the scratching of silver.***
3. ***Will avoid the chipping of fine china.***
4. ***Will greatly reduce the noise.***

Why "Fibrotta" Keelers cannot scratch

They are made of seamless indurated fibre which is lighter and stronger than wood. "Fibrotta" is as impervious to moisture as glass and is as easy to keep clean as a china dish. It proves ideal for dishwashing. You can sell large numbers. The first woman to buy tells her friends and the sales grow accordingly.

Sizes of "Fibrotta" Keelers

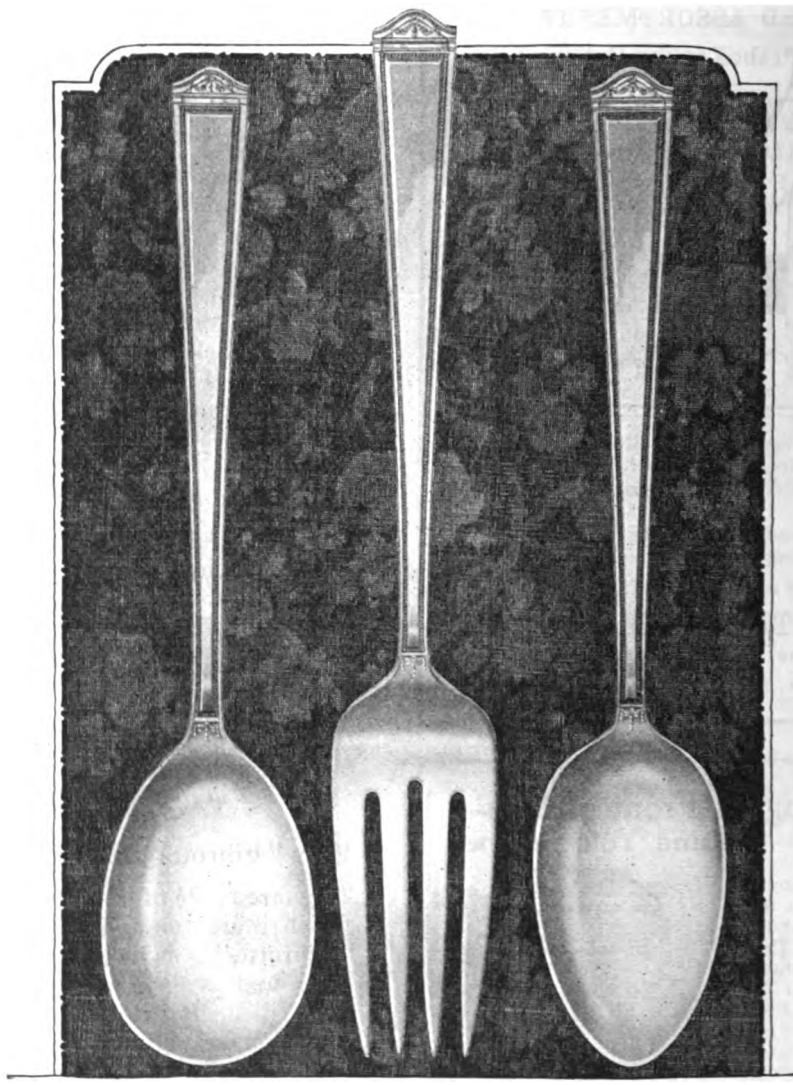
Write your jobber or Cordley & Hayes, 7-9 Leonard St., New York City, for special introductory offer on "Fibrotta" Keelers. Ask also for catalog of other "Fibrotta" Products. "Fibrotta" Keelers come in the following sizes:



	Depth	*Diameter at top*		*Crate contains*	*Liquid Capacity*
No. 1 —	6½ in.	17 in.		½ doz.	5 gal.
No. 2 —	6 in.	15 in.		½ doz.	4 gal.
No. 3 —	5 in.	13½ in.		½ doz.	3 gal.
No. 4 —	5 in.	12 in.	(carton)	½ doz.	2 gal.

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1847 ROGERS BROS.
SILVERPLATE



"Anniversary" Pattern

Your Fall and Holiday trade needs no better stimulus than the new "Anniversary" — the ideal silverplated pattern for Anniversary Gifts.

Nov. 13-18 — Silverware Week

For display helps write to your jobber or Sales Promotion Department, International Silver Co., Meriden, Conn.

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.

INTERNATIONAL SILVER CO.

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3,000,000 FARMERS Will Read this Dietz Advertisement

YOU WILL SELL MORE LANTERNS



"That's The Kind--Dietz 'D-Lite'! I Want Two, With Extra Globes"

WHY not make a clean sweep of your worn out Lanterns this Fall and get some new ones?

Any Dietz Lantern you select will give good, honest service but if you want extra lighting power be sure to order either Dietz "D-Lite" or "Blizzard" Lanterns.

These Cold Blast Lanterns have the patented Loc-Nob globes. They are also made with regular or large size oil founts.

Your dealer will be glad to show you Dietz "D-Lite" or "Blizzard" Lanterns and Loc-Nob Globes. Don't forget to ask him!

R. E. DIETZ COMPANY
NEW YORK
Largest Makers of Lanterns in the World
Founded 1840



DIETZ
No. 2 "D-LITE"
LANTERN

DIETZ LANTERNS will be advertised for five months in National Farm Publications, beginning with the November, 1922 issues.

Three million farmers throughout the United States will read these advertisements in Farm Journal, Successful Farming, Farm and Fireside, Farm and Home and Farm and Ranch.

Farmers everywhere now have more money to purchase necessities than they have had for many months.

Hundreds of thousands of old worn out lanterns need replacement with new ones. Our advertisements are irresistible reminders of this fact. They will bring business to you.

Consult your jobber and make sure of your stock of Dietz Lanterns. You will need them!

We shall be glad to furnish Window posters, Show cards or Electros of complete advertisements if you will use them.

R. E. DIETZ COMPANY
60 Laight Street
NEW YORK
Largest Makers of Lanterns in the World
FOUNDED 1840

ADVERTISEMENT NO. 1 OF A SERIES (THIS PROOF IS REDUCED SIZE) TO APPEAR FOR 5 MONTHS IN NATIONAL FARM PUBLICATIONS BEGINNING WITH NOVEMBER ISSUES

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The live hardware dealer says:

"Tied Up Money Makes No Profits

"If I bundled up each night's receipts and put them on my shelf it might make me feel wealthy to look at them but I should soon have nothing to meet the overhead.

"Even this would be more sensible than tying up cash in useless merchandise. At least the money would be where I could get at it, and it would be *money*.

"Assorted sizes of garden hose serve no useful purpose. They don't quicken sales or increase profits or do anything else but tie up money and clutter up space. My garden hose department is standardized. I keep only the three 5/8ths brands—BULL DOG, GOOD LUCK and MILO."

BOSTON
WOVEN HOSE &
RUBBER CO.

Cambridge, Mass.

The largest hose manufacturers in the world. Makers of the famous BULL DOG, GOOD LUCK and MILO brands of garden hose. Also makers of GOOD LUCK Jar Rings.

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Hardware World

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Volume XVII · NOVEMBER :: 1922 · Number 11

"MEN MUST BE FREE TO LIVE AND ACHIEVE"

"A free American has the right to labor without any other's leave.

"It would be no less an abridgement to deny men to bargain collectively.

"Governments cannot tolerate any class or group domination through force.

"It will be a sorry day when group domination is reflected in our laws.

"Government and the laws which government is charged with enforcing, must be for all the people, ever aiming at the common good.

"The foremost thought in the Constitution is the right to freedom and the pursuit of happiness.

"Men must be free to live and achieve.

"Liberty is gone in America when any man is denied by anybody the right to work and live by that work, it does not matter who denies.

"America will go on.

"The fundamentals of the republic and all its liberties will be preserved and government must maintain the supremacy of law and authority."

—President Harding.

If you allow yourself to get into a rut, you'll soon find yourself in a ravine.

THEY OVERLOOKED THE DIAMONDS

One occasionally hears the statement that, "What you don't know won't hurt you." It is a fallacy. For example:

The farmers of Kimberly were a disgusted, disheartened lot. They said the soil was too rocky to earn them a living. Some of them left. Others died in poverty.

And all the time their children were playing with diamonds.

But the farmers didn't know. They thought the priceless gems were pebbles.

Don't be like those Kimberly farmers. Know!

Don't seek opportunity in some distant place and overlook the diamonds that are daily within your grasp. Know. Knowledge is power!

Advertising is a mine of opportunity. It tells of values you wouldn't know about if it were not there to guide you.

The secret of economical buying is information. The merchant who is best informed is the one who buys to best advantage.

Read the advertisements. Know!

Nearly all the up-to-the-minute men seem to have come from 9 o'clock towns.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Bostmen's Bank Building, Broadway and Olive, St. Louis · 1326-1328 First Nat. Bank Bldg., Chicago · 70 Fifth Ave., New York · Bankers Inv. Bldg., San Francisco · 105 S. Houston St., Dallas, Texas

388 Taylor St., Portland, Ore. · 502 Higgins Bldg., Los Angeles · Pioneer Building, Seattle, Wash. · 204 Scott Bldg., Salt Lake, Utah · 220 Pacific Bldg., Vancouver, B. C., Can.

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What Is "Your Job"

Asks a Writer in the Valve World

LET us try to answer this question frankly and sanely: What is "your job"? Your job is something you have undertaken to do in a certain way within a set time and under conditions agreed upon between yourself and another person or persons.

You have agreed to exchange a definite portion of your time and energy and skill, or your time and thought and experience, for something that you need or want, possessed by the person or persons with whom you have made the agreement.

In the faithful carrying out of this agreement your job consists of work for yourself and work for some one else. While engaged in it you increase your skill, add to your experience, exercise your thinking powers, through practice; and in what you produce you add to the sum-total of the world's wealth, in which you share. In addition to these things, which are yours by right of your labor, you receive the agreed-upon amount of a medium of exchange which represents the stored-up previous labor of others.

Always an Exchange of Labor

It does not matter under what economic, social or political conditions you perform your labor, it always will be a matter of exchange of your own labor for the labor of others in some form or other; and always in an amount that has been agreed upon as adequate, fair or just to yourself and to that form of society of which you are a unit.

It makes no difference what name is given to that form of society (industry is merely a part of the social structure), whether it is called "capitalism" or "socialism" or "communism," or what not, your labor, your job, always will be a matter of agreement, always will be an exchange of your own labor for the labor of others.

And whether you control completely the entire product of your labor—which is ideal and practically impossible; or share it voluntarily or involuntarily with all other members of your society—which is socialistic; or share it voluntarily and individually by agreement with some one else — which is capitalistic; or share it as part of an organized group, privileged as to the force and coherence of its members and in which you have submerged your ability, capacity, ambition and individuality — which is unionism; you never will be able to change the fundamental fact that your labor is an exchange for the labor of others, through an agreement of some sort, and that where the greatest freedom of individual agreement and exchange exists, there will be found the largest returns from individual effort and the largest share in production on the part of labor.

As your job clearly is a matter of agreement it must follow that it is yours only as long as you keep faithfully to the terms of the agreement. It is admitted without question that you have the right to terminate this agreement at any time, to give up "your job," provided your action does not affect the welfare of society, and that you are acting as an individual member of that society. But it also must be admitted that the other party to the agreement has an equal right to terminate the agreement at any time, under similar restrictions, and to take your job from you and give it to some one else.

Your job is yours only as long as you keep it. When you give it up, for any reason or for no reason at all, it no longer is yours. The rights of the job pass with the job itself. You do not carry them away with you. The man who takes the job that once was yours falls heir automatically to all the rights that go with it, and the same law that

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protected you in those rights must protect him.

Whenever a condition arises under which the man who takes the job you have surrendered is not as secure and as safe in that position as you were yourself, the fault lies with society, and the governing elements of that society are weak, inefficient and inadequate.

It never should be lost sight of for a moment that if you may be allowed to quit your job and still try to hold it open for yourself with a shotgun, some other man stronger than you and with a more effective weapon may make that job as insecure and as unsafe for you as you seek to make it for one who tries to fill the place you have left.

The moment that force, other than the force of properly constituted authority, assumes to determine not only the conditions of your job but its tenure as well and the "rights" that go with it, that job becomes as great a danger to yourself as it can be for any one who, exercising his full lawful rights, braves the dangers that your unlawful assumption of force compels him to face. Your own security as well as that of others lies in your obedience to the law and your recognition of the rights of others.

What Are Your Rights?

Your job is your contribution to the general welfare and progress of society and of the world. If you fail to play your part some one else will play it for you. You have the right to quit your job, but you have not the right to prevent some one else from taking it. You may claim the right to be idle when there is work to do but you cannot successfully or for long compel others to be idle also, simply because you refuse to work.

The way to hold your job is to hold it. The way to be secure in your job is to strive with all the power that is in you to make the job itself secure and safe no matter who may hold it, to fight just as valiantly for the rights of others as you do for your own rights. This also is "your job," the job of every citizen of this country, and a job that just now is not being so well done as it should be, or it would not be necessary for us to try to define just what "your job" is.

Everybody is hollering for less work and more money. The working man wants his family to educate themselves at the movies. The fellow with a small business wants a twin six. The fellow with lots of money wants his tax removed. Nobody seems to want to work harder and produce more, and live a life of sanity, such as father and mother used to live.

You cannot stop breathing and let your lungs rest, neither can you stop advertising unless you want to let your business rest. You hear a great deal about advertising campaigns, but a little thought will convince you that business is perpetual warfare and that, asleep or awake by night or day, you have to carry on.

A man has to get past the first flush of youth to understand that there are only two kinds of wealth—youth itself, and good health.

A man who is determined to make a fool of himself laughs at your advice before he does it, but you can always count on his coming around and begging your help afterward.

It is all right for a youth to think he knows it all. A few years later his son will make him understand he doesn't know anything.

One sign of wealth, these days, is to be able to stay at home without exciting comment.

The HARDWARE WORLD welcomes criticisms and even commendation. There is no law to prevent you expressing your opinion relative to our pages, whether favorable or unfavorable. We receive many complimentary letters; we don't object to them—neither do we in any way resent criticism or suggestion.

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DO YOU KNOW WHAT PERCENTAGE OF SALES THE DIFFERENT LINES YOU HANDLE MAKE?

Most dealers have a general idea of the distribution of sales in the various lines they handle. It is often difficult to know this percentage, as considerable bookkeeping, or rather record keeping is necessary; however, the information is of value to every dealer.

Recently the Harvard Bureau of Business Research, one of the most thorough and capable business schools in the entire country, undertook to ascertain accurately the percentage of sales for the various lines handled by most hardware dealers. To do this a large number of stores were canvassed and the information given was averaged with the result shown below which is an excellent barometer of the sales per year in the various lines carried.

Read this list over carefully; here is a chart of information that gives the hardware dealer an opportunity of studying his own distribution, and shows him the selling possibilities of the various lines he handles.

Wire and heavy hardware	approximately	12%
Household supplies	"	10
Stoves	"	6
Paint and oil	"	7
Builders hardware	"	6
Cutlery	"	3
Sporting Goods	"	3
Carpenter's tools	"	3
Other tools	"	2
Garden Implements	"	2
Miscellaneous, including seeds, electrical goods, harness, furniture, lumber, automobiles, fertilizers, tanks, troughs and other numerous articles	"	46
Total		100%

The hardware dealer handles so many different lines that it is very difficult to get the exact percentage of sales for each line; however, it is very interesting to note that 46% of the business is done in lines other than those carried on shelves and in expensive display space. Of course, the displays always attract and could not be dispensed with, but the fact does remain that dealers can push the lines ordinarily carried in their warehouse or store room.

Many of us have been turning our work over to efficiency experts and con men generally, and have devoted too much of our time to becoming proficient in golf or billiards. A year or two of hard times will put us back on the job and make us devote at least eight hours every day to developing our business and to producing. This may not be pleasant medicine, but it will make us more efficient and more human. Watch and pray, if you will, but watch.

Don't forget the extra item, the second sale.

LIKE ARCHIBALD JONES, SOME FIRMS, WITH THE FACTS BEFORE THEM, STILL DOUBT

Mr. Archibald Jones was awakened at seven o'clock by his "Big Ben." He yawned, stretched and wished that he could take forty more winks on his comfortable Ostermoor. However, he pulled himself from his Simmons bed, shed his Faultless pajamas, jumped under a Kenney shower and, with the aid of Ivory soap, refreshed himself.

Standing at his Standard washstand, he got out his trusty Gillette and with the aid of a Rubberset brush and his Mennen shaving cream he pried loose his beard. Having finished, he dried his face on a Martex towel, then applied some Ed Pinaud's face lotion, followed by a dash of Colgate's face powder.

He then got into his B. V. D.'s, pulled on his Interwoven socks, supported by Paris garters, jumped into his Manchester shirt, put on his Arrow collar, tied his Kayser scarf, adjusted his Kum-a-Part cuff buttons, and then stepped into his Kuppenheimer suit and his Walkover shoes.

At breakfast he was giving a hurried glance at his morning Journal while eating his Sunkist oranges, followed with Kellog's toasted cornflakes, over which he had placed some Gold Medal cream. Then came his Swift Premium ham, with its ever-present brothers, Brookfield eggs, followed by M.J.B. coffee, sweetened with Franklin sugar; then up from the table and into his Cadillac and over the streets paved with Portland cement, he rode to his office.

Here, after looking over his mail, most of which was typed on Hamermill paper, he called in his secretary, and she, with her Eversharp pencil, took his dictation. I need hardly add that it was transcribed on an Underwood typewriter.

Then came routine business, among which were the examination of his previous day's sales, added up on Burrough's machine; the tabulation of house policies which were Multigraphed and sent around for the approval of department heads, the condition of the business to date as shown by the Elliott Fisher System, and the signing of his mail with his Waterman pen.

In no time he was ready for lunch. After lunch came interviews with department heads, and orders and instructions for the following day's business.

At 2:30 o'clock he presided at a directors' meeting. Here he chafed considerably at the long statements and bickerings, and could not help but think of the approaching engagement for a foursome at 3:30. His mind constantly ran to smacking his new Burke, U. S. Royal, Reach or W. & D. golf ball with his MacGregor driver.

So perhaps he can be excused for turning down flatly the recommendations which came before the board for an advertising appropriation.

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In explanation he stated that he never bought advertised articles, never read advertising, and felt that no one else did, and that spending money in advertising was an absolute waste.

THE DESTRUCTIVE FORCE OF SILENCE

"We have advertised a long while," said a manufacturer who wished to stop. "And have good will. That good will will last us for a long while. We don't need to add to it right now."

To some extent that is so. The flywheel goes on turning for a while after the power is shut off. But not for long. And when it stops it takes more power to start it, by six times, than it takes to keep it running.

One might almost as well say:

"We won't buy coal now that it is so expensive, we will gradually chop up the plant and burn that in the furnace until coal is cheaper. And then we can rebuild the plant."

Good will is a fine thing to use.

But not a fine thing to use up.

Nothing is ever finished—done. Time is destructive. Stop building up and time starts tearing down. Some things last longer than others. But nothing lasts very long. You think of your plant, for instance, as built. But it only stays built because you are painting and repairing and gradually but continually replacing it bit by bit.

Think how much more rapid the inevitable loss in a thing so intangible as familiarity—as reputation—as good will.

Out of sight, out of mind—not all in a minute but before so very long.

Advertisers who stop advertising expose the advertising structure, on which they have invested much money for many years, to elements quite as destructive and more rapid in their action than those which attack and disintegrate an unfinished, abandoned building.

In almost every community you will find the ruins of an ambitious but unfinished mansion—generally called Somebody's Folly.

Much money went into the work and then financial reverses stopped it all. And the winds blew and the rains descended and the sun warped the wood and the dampness rotted it, and rust and decay completed its ruin.

Now, an advertising structure, dependent on familiarity and reputation, can never be finished even to the extent that a building can be finished. We venture to say that never, in your most optimistic moments, have you felt that your advertising structure was finished and that it would shelter and protect your established business forever after.

No, you realize, when you stop to think, that the work of building must go on until the end of time.

Good will is a fine thing to use.

But not a fine thing to use up.

(Courtesy of Calkins & Holden.)

WE HAVE TO ADMIT IT

We are being told so often by dealers, jobbers and manufacturers that the HARDWARE WORLD gives more for the money — more news and advertising matter—than any other similar publication; that its editorial and news matter far surpasses any other in its high character and constructive nature.

We suppose we cannot do otherwise than admit what is so apparent and true. In the words of Kipling:

"They asked us how we did it,
"And we gave 'em the Scripture text:
"Keep your light so shinin'
"A bit ahead of the next.
"They copied all they could follow,
"But they couldn't copy our mind;
"So we left 'em sweatin' and stealin'
"A year and a half behind."

WHAT IS A FRIEND?

I will tell you. It is a person with whom you dare to be yourself. Your soul can be naked with him. He seems to ask of you to put on nothing, only to be what you are.

He does not want you to be better or worse. When you are with him you feel as a prisoner feels who has been declared innocent. You do not have to be on your guard. You can say what you think so long as it is genuinely you. He understands those contradictions in your nature that lead others to misjudge you.

With him you breathe free. You can take off your coat and loosen your collar. You can avow your little vanities and envies and hates and vicious sparks, your meanness and absurdities, and in opening them up to him they are lost, dissolved on the white ocean of his loyalty. He understands.

You do not have to be careful. You can abuse him, neglect him, tolerate him. Best of all you can keep still with him. It makes no matter. He likes you. He is like fire that purges all you do. He is like water that cleanses all that you say. He is like wine that warms you to the bone. He understands; he understands.

You can weep with him, laugh with him, sin with him; pray with him. Through and underneath it all he sees, knows, and loves you. A friend, I repeat, is one with whom you dare to be yourself."

Vitamines are now the popular medical thing. Every once in a while we all go daffy on some phrase and it might as well be vitamines as anything else. It seems you get vitamines by eating corned beef and cabbage and other rough forage.

SHE DOESN'T STOP AT CALVES

When Mary on the street appears
In one of those short dresses,
It's clear her little lamb's not all
The live stock she possesses.

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Hamp Williams' Own Page



Broad Business vs. Green Persimmon Ideas

Sensible Suggestions From a Successful Salesman and Real Business Man

IF YOU have $10,000.00 of merchandise upon which you carry insurance to the amount of $7,500.00 why shouldn't you charge to expense account at the same rate on the $2,500.00 which you carry yourself? And if you are a stickler on technicalities why don't you charge for depreciation upon your own self? You are certainly wearing out.

At every National Convention some few insist upon the discussion of how much to add to the cost of an article to yield a certain per cent of net profit. The discussion is about all there is to it. If you decide to add 35% to the purchase price of merchandise in order to yield a 10% net profit and you receive a box of assorted hardware consisting of shears, pocket knives, safety razors, mill files, shoe tacks, hand saws, loaded shells and cartridges and you apply that principle strictly to all the goods in that assortment you may find that your loaded shells are too high and some other items too low.

If you had no competition and applied that rule all through it would not work. The turnover enters largely into the marking of goods. A box of loaded shells cost $1.00, you sell them for $1.25, sell ten boxes in a day and you make $2.50. On a pair of shears that cost $1.00 you add the same per cent you added to the shells and what are the results?

If you sell on the same margin of profit as you do on loaded shells can you sell an average of one pair a day and if you do what is that in comparison to ten sales a day on shells, and then think of how much more time it takes to sell a pair of shears than it does to sell a box of shells.

Competitors Help Determine Your Profit

Get all that stuff out of your mind and forget it and sell your goods like Wadell of Tennessee, get all you can for everything you sell. The purchasers and your competitors will see to it that you don't get any too much. It's up on one item and down on another and you can't change it to save your life. Some few items will bear 100%, others vary from 10% up. If I sell on a small margin like Kress and run my volume up it is better than selling too high and running the volume down.

Credit vs. Cash Sales

You can sell goods for less profit on a credit than you can for cash because you sell so many more of them, but that does not mean that we do it.

Think of this: you add 10% to your cash price, if you know what that is, and sell $50,000.00 on a credit in one year and you lose 2½% or $1250.00. You still have $3750.00 in addition to your profit at cash price, which is generally reckoned upon the highest base and not the lowest.

I have made mine selling on a credit, one price to everybody except when I am in a tight place and a fellow offers me the cash in hand. Under those circumstances I reserve the right at all times to reduce the price to get the money.

We have a Jew clothing store in my town which has one price and for cash only and will not deviate from that rule, yet he puts on 50% reduction sales and for a suit like the one he sold me for $50.00 he puts in the window at $25.00 and I guess he makes a profit on it, too.

Different Ways of Getting Same Result

One man uses a Cadillac, the other a Ford and each get there just the same, but you can't get there in either if you haven't the gasoline. For the same complaint one physician works on your liver and another gets results through the kidneys. What's the difference so you get well?

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One plays the fiddle, the other the piano, but it is all music if they know how to play.

One merchant sells goods on a credit and believes in it and makes a success, another tries to sell for cash only, but sells on a credit under protest, he fails. It just goes back to common reasoning.

It is up to you to either succeed or fail, makes no difference what you follow or what line of merchandise you handle or whether it's cash or credit. Anybody can play the fiddle if they know how; and at that it isn't always the one who knows how that plays the best or makes the sweetest music.

To Succeed at Anything

you must put your very best into it, some theory, a lot of pep and a store full of goods and a lot of good common horse sense with capital and backbone to keep it going all the time, but remember this: that the exclusive cash stores are not increasing very fast. Take the credit business from this country and you won't have much left.

ARE YOU SUCH A FISH?

A naturalist divided an aquarium with a clear glass partition. He put a lusty bass in one section and minnows in the other.

The bass struck every time a minnow approached the glass partition. After three days of fruitless lunging, which netted him only bruises, he ceased his efforts and subsisted on the food that was dropped in.

Then the naturalist removed the glass partition. The minnows swam all around the bass, but he did not strike at a single one. He had been thoroughly sold on the idea that business was bad.

There is a moral, if one is needed, and this is it — Take another shot at the glass partition. Maybe it isn't there any more!

PRICE AND QUALITY

A large manufacturer of silverware and cutlery tells this story of the demands made for lower prices:

A dealer bought largely from him but was always clamoring for a lower price. 'But I can't lower the price,' the manufacturer would say, 'unless I put in more lead.'

'All right—more lead, by all means,' the dealer would reply.

The other week the dealer wired that he would take an enormous consignment if the price were cut another ten per cent.

'I can't cut the price another penny,' the manufacturer wired back.

'Put in more lead,' wired the dealer.

'Impossible,' was the manufacturer's reply. 'Last lot I shipped you were all lead.'

When price grabs the wheel, quality jumps out and the machine lands in the ditch.

SECRETARY OF LABOR DAVIS SAYS "CLEAN OUT THE SHIRKERS"

It is always a pleasure for the HARDWARE WORLD to be able to commend a public official regardless of what party he belongs to.

In marked contrast to the attitude of Secretaries Gompers and Wilson during the preceding eight years, the attitude of the present Secretary Davis is most refreshing. Listen to this:

"During the war we thought entirely of what we could get. It brought us disaster. Now we see that the way back to prosperity is to work back. We must think of what we give for what we get. The worker owes it to himself to work. This is no day for loafers. The man who doesn't earn his pay should have no pay. I am opposed to the rich loafer and the poor loafer.

"I have this to say to my fellow unionists: If you want to make progress in America, you must clean your house of shirkers. Let the trade unionist say: I will not work with shirkers who, in robbing their employers, are robbing all the rest of us. We want to make our trade union badge a symbol of an honorable man who does an honest day's work. I mean that badge to be a badge of pride. I want my trade union card to be honored like the doctor's diploma.

"If unions understood this spirit more fully antagonism to the unions would die a speedy death in the camps of its bitterest enemies. No criticism visits the man who works. If the unions demanded of every member a certain reasonable measure of daily work—if they fined or fired the shirker — I can see the day when every employer in the land would hail the nearest union leader and say: Come, unionize my plant.

"Another great lesson we have learned, I hope, is the lesson of working together, all of us, all the time. If so it would be the new discovery of an old principle—the principle of responsibility. As never before employers and employes have learned that their interests are one and the same. Neither can get along without the other. The two together prosper only as the employer is fair to his workers and as the workers give an honest day's work for a living wage. But above all that, their temper must be right toward each other."

WE'LL FOLLOW TO ANGELIC CLIMES

Editor HARDWARE WORLD:

Enclosed find our renewal for subscription for the coming year. I would not want to be without the HARDWARE WORLD and would gladly remit five years in advance to keep it coming. The writer was 84 years old on September 9th, and cannot tell where his address will be at that time. Even if he could, perhaps it could not be delivered. Keep it coming as long as you can.

Colorado. CHAPMAN HDWE. CO.

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November Hardware for the Farmer

Practical Suggestions for Increasing Your Sales by a Successful Retail Merchant

NOVEMBER hardware for the farmer—now then, just what does the farmer need in November that will bring him to the hardware store?

For one thing, November of 1922 is a somewhat different November than we had last year in respect to fuel supply.

The other day one of our good farmer customers remarked while making a purchase at the store, "Well, I guess I'll have to get down the old cross-cut and exercise my axe on that pile of hard wood sticks I piled up last winter—didn't know as I'd have to work 'em up so soon, but can't count on burnin' the coal stove much this winter the way things look now."

This situation has its bearing on November hardware, for every farmer who must get busy on his wood supply must also have the necessary tools for this important job.

A good cross-cut saw is essential.

So is a bucksaw, an axe and a wedge.

Many a time, as you have driven through the countryside, your eye has espied the neatly piled rows of firewood, all dried and seasoned after being cut and split by the industrious farmer. These cords of stovewood all piled up for winter use betoken more than one trip to the hardware store on the part of the farmer, and that store may as well be yours.



A. H. VAN VORIS,
A successful country merchant, writes from the standpoint of the small-town merchant. These practical suggestions, he has put into practice in his own store, are methods each can use in either city or country in increasing their sales.

An Axe Policy

Take an axe, for instance; it is either good or bad—there is no "indifferent" about it, and the farmer has come to realize that his local dealer is the man whom he can trust when it comes to the purchase of good tools.

It has been our experience that the best axes are the only ones to sell. By "best" I should not go so far as to name any one brand as being the best, but suffice it to say that a good axe is one which can be guaranteed to the customer as being of the correct texture for all-around work — neither too hard nor too soft.

We have found that when a good brand of axes is located, it is a good business policy to stick to that brand. This fact soon develops a connection between this brand of axe and your individual store, and this local advertising by "word of mouth" is significant of repeat sales amongst the farm trade.

One such brand which we have sold for at least a dozen years carries with each sale a written guarantee card with space for (1) dealers' name, (2) purchaser's name, (3) date of purchase, (4) cause of return and, in order to secure a replacement, this card must be returned with the defective axe and thus there is no question about where or when this particular one was bought.

At the end of the season, all defective axes are returned, with tags, to the manufacturer and are made good to the dealer. This policy works out well and eliminates guess work and hard feelings between dealer and customer, in case of a return.

Different locations call for different models of axes—hence the Michigan, Connecticut, California Western, Southern Delaware patterns and so on, but a little study of local conditions soon indicates to the dealer just which styles and weights to order.

Saw Selling Suggestions

In general, the same policy of quality applies to selling cross-cut saws.

The writer knows of three excellent makes, all three being well known, both to the trade and to the consumer, and there are numerous others which have their merits.

The value of selling the well-known brands, however, is quite obvious, for although the price may be higher, the purchaser is assured of a better article and is bound to be more satisfied in the long run.

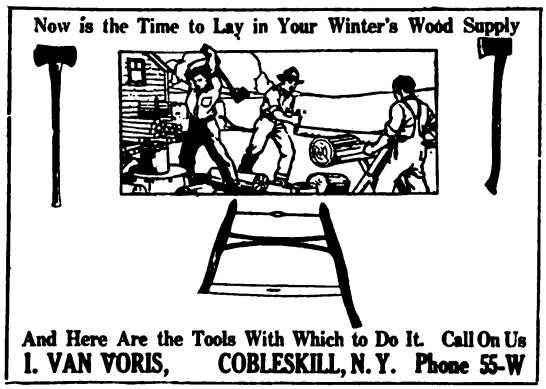
As an example of this, I well recall a prospective customer who came to our store not long ago to purchase a cross-cut saw.

We showed him several models of two of these well-known makes which we then had in stock and he liked one of them first rate, but objected to the price and finally went away with the remark that he would think it over.

A Good Thing to Advertise and Tell Others

His "thinking it over" resulted in placing a mail order for the saw and, like many other daily occurrences, the matter slipped my mind

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This advertising might not receive the approval of advertising "experts," but it tells its own story, both by illustration and suggestion. Advertising is simply telling people what you have to sell and why they should buy. Mr. Van Voris could have told more about the axes and saws he is selling, but perhaps his customers know that he only sells good tools, and what he sells he is prepared to back up.

until the other day when he came in and again asked about cross-cut saws; this time he actually did buy one of these good makes and, after paying for it, he said: "Say, you remember I looked at your saws three months ago. Well I wrote out a mail order for one and I certainly did get stung good and proper. The blamed thing they sent me wouldn't hold a "set" over night and I got so sick and tired of trying to put it in shape every time I used it that this morning I snapped the old thing in two and slung it into the mill pond to get it out of sight for good and all—no more cheap saws for me."

I suppose he is typical of lots of others whom we all meet in our stores now and then and it surely goes to show that we are holding faith with our customers only when we sell them good tools.

November Is the Month for Butchering

Again the farmer calls upon his hardware dealer for equipment.

He needs several good knives — butchering, skinning and boning knives are all in order for this process of preparing his pork for market.

He will also find use for a can of pine tar and for a bristle scraper.

Just prior to the butchering season, it seems advisable to run at least a portion of one of your local advertisements to this merchandise under some such caption as "Hardware Helps for Butchering."

You can probably secure electros of these different knives from your cutlery manufacturer upon request and by calling seasonable attention to them sales will surely come your way.

Oil Heater Season

There should be a seasonal stimulus to oil heaters during November.

The real cold weather is not yet here and, even so, many farmers have not equipped their homes with furnaces of pipe or pipeless variety and the chill of November mornings and evenings can be quite overcome through the use of one of these handy little oil heaters, which can be readily moved from room to room as occasion demands.

A particularly good selling point to use in connection with their sale to the farmer lies in the fact that many a farm vegetable cellar has been kept from freezing through the use of an oil heater in continued zero weather of a cold spell in January or February.

Jack Frost uses no discrimination in favor of the hard working farmer whose cellar bears the fruit of his labor, and this same little oil heater, which makes a chilly room comfortable in November, may save a whole cellar full of vegetables some freezing January night, and the farmer might as well have the convenience of the stove in the meantime.

A practical display of three or four of them near your kitchen ranges and heating stoves often starts a sale going, so it is worth while giving them prominence from now on.

Every Farmer Needs a Good Lantern

November is one of the darker months of the year and thus is a good time for display of lanterns and flashlights.

In regard to the former, some folks prefer the short globe, while others will have only the regulation long one, so if you stock both kinds you can be sure of suiting all of your trade.

The flashlight is so very handy on the farm that it requires almost no sales argument at all, once you have secured the farmer's interest in this little modern device.

Then, too, when you have made the sale, your store has a better chance of selling replacement batteries and bulbs when they are needed later on, providing you give him good service and try to help him out on any of the little annoying kinks which flashlights delight in kicking up every once in a while.

Don't Forget Your Houseware Sales

And, in conclusion, let's not forget that grand old bird—the Thanksgiving turkey—which will grace many a farm table this month.

The good housewife wants a roaster and a carving set, so we must remember to have an attractive display of Thanksgiving accessories well in advance of this gladsome day and when all is said and done and December first rolls around, we'll all be glad for our special attention to November Hardware for the Farmer.

LEARN FROM ONE ANOTHER

If ten thousand other WORLD subscribers swap hundred dollar bills, you will each have a hundred dollars. But if you swap hundred dollar ideas, you will each have $1,000,000.00 worth of ideas. We are a clearing house for the best ideas of the best American merchants.

The responsibility for the success of your business is up to you and to you only. Every possible profit is vital to your interests.

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LITTLE TRIPS TO COLLECTION LAND

No. 1 — Getting All the Dope About the Credit Seeker

[Editor's Note — Next to making sales of your merchandise, your collections are important — in fact many successful merchants consider collections should take preference over sales, believing it is far better to have your merchandise on your shelves or in your warehouse, rather than distributed promiscuously about your community without anything substantial to show for it. With this in mind we intend to try and impress upon the merchant, bookkeeper and salesmen, what they probably recognize in theory, but are often careless in putting into effect. No matter how good a collector a merchant is, he will find suggestions in these articles that should impress upon him and his force, the importance of giving unusual care to collections.

Consider your merchandise the same as your cash or bank account. You would be unwilling to loan a man your money without security of some kind, then you should be equally careful in loaning your merchandise which has cost you the equivalent in cash. We shall be glad to have the suggestions, criticisms and plans of any of our friends, that they have found profitable.]

THE merchant who extends credit in haste sinks a solid foundation for repenting at leisure. Probably hasty extensions of credit have called in more sheriffs than all the dull times in the history of business.

Because a man makes a substantial payment on a large bill of goods purchased on credit, it does not necessarily follow that he will make the rest of the payments as faithfully as a pet dog follows his master. He may have borrowed the money for the first payment or he may have got it in a number of ways that would not meet with the approval of the average merchant.

There is no time like the first visit to get the necessary details concerning a prospective debtor. He who buys quickly and hurries away may not ever think to come back and pay. The merchant with scant information about said person's connections may have to be content with a red ink entry in his losses column.

Accounting experts will have to delve still further into the uncharted business sea before they can find a credit system that will better serve the average merchant than a simple card system that can be had by any merchant willing to part with the price of a few hundred properly printed filing cards.

These cards may be five by eight inches, or even smaller. All the information it is necessary to know about a prospective credit customer can be written in on them. Here is the kind of a credit card to which is referred:

After looking over the card, somebody says: "Fine! Very complete! But, Mr. Prospective Credit Customer is going to have a face that looks as though it had fallen into a bucket of red paint before the merchant gets half through shooting that collection of bombs at him."

Card Saves Personal Questions

Correct! But Mr. Merchant isn't going to try to emulate a question-pump. Instead of firing away at the prospective customer, Mr. Merchant hands him the card. Mr. Prospective Credit Customer writes in as a matter of course the answers to questions he would have thought almost insulting if they had been put to him by an impatient merchant.

No fair-minded person should refuse to answer any of the questions on the card. But if there is a hitch, the chances are palaces against anthills that an explanation to the effect the answers are part of the credit system the merchant finds it necessary to maintain will smooth over the rough spot.

The card really is an accurate barometer to the good faith of the prospective customer. The man who is acting in good faith hasn't any tracks to cover up. On the other hand, the person who is seeking to hand Mr. Merchant a nice juicy lemon instead of payments when they

CREDIT RECORD

Name.....Date.....
Married or Single.....
Address (home).....
Address (business).....
Occupation.....Length of Residence in City.....
Local References.....
Out of Town References.....
Name and Address of Relatives.....
Last Traded with.....
Amount of Credit.....Terms.....
Signature.....
O. K. and Remarks (Don't write in this space).....
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are due is quite sure to shy at giving full details on the card. The more of the latter sort of prospective customers leave the merchant's store without arranging for a credit purchase the better.

Commands Respect of Credit Applicant

When it comes down to calling in the law to aid in collecting an account, the merchant who uses the card described does not have to put on a face like a fish out of water and admit to his attorney such things as "I don't know his first name," "I couldn't say where he worked," "Don't know whether he's the John Smith who lives on Vater avenue or Sixtieth street," "I have no record of anyone here with whom he was well acquainted, so have no clue to work on in finding where he has flown."

By means of the card system, the merchant can find out with almost certain accuracy by telephoning the local references whether another pay-when-you-catch-me customer has attempted to join the store's list. But if there is still doubt, further investigation of the information on the card will enable a quick decision.

If the prospective customer has gyped Mr. So-and-so of Care Corner out of a few hundred dollars before he arrived in Mr. Merchant's town to try his luck again in the same direction, So-and-so, obviously, is going to answer a query on this subject about as quietly as a ballyhoo man in a shooting gallery calls the crowd. If there is no So-and-so in business at Care Corner Uncle Sam is going to let the merchant know it by returning the letter of inquiry undelivered.

Look (Up) Before You Leap

Such a card provides a new ending for the ever-present little business fable: "Once upon a time there was a man who purchased a large bill of goods on credit and lit out to parts unknown." Too often for the best interests of the merchant, the little fable ends with: "No clue can be found as to his whereabouts. Moral: The merchant who allows a customer to leap before he looks him up is due to suffer." The merchant using the card system can end the fable up with: "I queried his relatives, whose names he had given me, and sure enough, as is usually the case, I found one of them who told me where the man went; I collected." Moral: "The merchant who gets all the information before he delivers the goods never has cause to regret it."

Since the card asks all the information needed concerning a prospective credit customer, Mr. Merchant doesn't have to worry for fear he or one of his assistants will miss a vital point as in a personal credit inquiry.

Why depend on human intelligence to pump information out of a prospective credit customer, when the little card will do the job more efficiently and without chance of kindling a series of explosions on the part of the prospect who becomes over-heated under the direct fire of a credit man?



P. S. — Here are two stickers, printed on gummed paper, in two colors, a number of our subscribers have found very helpful in reminding some of their slow pay customers of their obligations. No one could take exception to them, as it asks a customer to deal with you as he would want you to deal with him were the position reversed.



These stickers can be furnished in two colors, at the rate of only $1.00 per hundred, or in five hundred lots at 75 cents per hundred, either kind desired.

SAME PRINCIPLE APPLIES TO YOUR BUSINESS

William Wrigley, Jr., the successful chewing gum magnate, talking with a smoking car audience the other day, was telling the others how much a year the chicle people spent for advertising.

"But, Mr. Wrigley, you've spent millions of dollars and created a splendid demand now; everybody talks and chews Spearmint. Your demand is steady and growing. Isn't it a waste to continue spending so many hundred thousand dollars a year in publicity?" one of his auditors asked.

The Spearmint king thought a moment, and then replied:

"My friend, if I were to stop advertising, it would be just like taking the engine off this train. It would slow down, and after a little while stop. Advertising is the locomotive of business, and if you don't have it, business comes to a stop."

NEEDS HARDWARE WORLD WHEREVER HE GOES

Editor HARDWARE WORLD:

As I have disposed of my interest in the Bartholme Hardware Company at Manville, Wyoming, I have taken an interest in and the management of the Midwest Hardware Company of Crawford, Nebraska.

Will you please change my address? I do not feel that I can conduct by business without your valuable monthly.

I enjoy greatly your editorials and the other reading matter very much and have received through the pages of the HARDWARE WORLD many practical ideas which I have been able to put into effect.

As I missed the August and September issues, on account of my change, if you can forward me the back copies, please do so, as I do not wish to miss a single ocpy. O. M. BARTHOLME.

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EFFECTIVE SPORTING GOODS ADVERTISING

It remains for an enterprising Western Hardware World subscriber to institute a line of advertising as local news, that is proving most effective. Naturally as do most Hardware World readers, they handle sporting goods, including baseballs, tennis, golf goods, and when any particular good scores are made by his local people, he capitalizes this fact in his local advertising. Thus he would say—

> "George Harris made a home run, with two on the bases, yesterday, with one of the baseball bats purchased in our store. If you are using our bat, you are sure to be in the Babe Ruth class."

It didn't take long to reduce the stock on his baseball bats.

Another of his advertisements appealed to the girls in his community, by featuring

> "Louise Johnson made best score on the tennis courts yesterday by using one of our celebrated tennis rackets. Of course, she used the Wood Hardware Co. tennis balls as well."

He likewise carried the same style of advertising in their golf goods, mentioning that

> "Arthur Moore and Augustus Johnson won the first prize silver cup in the golf tournament recently held on the local links on Saturday and Sunday. Needless to say the clubs and balls they were using were supplied by the Wood Hdwe. Co."

Coupling up local events of this nature is one of the most effective means that a local dealer can use in advertising in his home paper.

A dealer can not only mention sporting goods but when it comes to stoves, electrical appliances, he can mention the name of his customers and it is sure to be most effective. Get people in the habit of thinking you are the headquarters for all of these lines. Otherwise, Mr. and Mrs. So-and-so would not be numbered among their customers.

A GOOD COLLECTION SUGGESTION

A Detroit hardware dealer was carrying an account that was long overdue, the customer having ignored numerous requests to come in and settle up. Finally the hardware man added a fictitious item to the man's bill in his monthly statement. "To six hammers at 85 cents each, $5.10."

A day or two later the man came in, visibly annoyed.

"You've charged me here for half a dozen hammers," he asserted, "and I've never bought a hammer in my life—either here or anywhere else."

"That's funny," said the dealer; "there must be a mistake somewhere; our bookkeeper must have posted this charge to the wrong account. We'll deduct $5.10 and you can pay the difference."

The customer acted on the suggestion and went away, happy that he had escaped an overcharge.

BEING "JUST OUT" LOSES SALES

Being "just out" of merchandise forfeits sales and destroys the good will which a retail hardware store builds up by having the things the community wants.

Hobart R. Beatty, a successful Illinois hardware merchant, urges more frequent buying from the jobber and emphasizes the necessity of having always on hand enough supplies of every active line of advertised products to meet consumer demands. It's the hard-working, active dollars that make the profits, he emphasizes.

Speaking of turnover, Mr. Beatty had this to say recently to the Missouri Retail Hardware Dealers' Association:

"Every hardware merchant has some fixed expenses, such as rent, payroll, etc., which, in most cases, cannot be reduced materially. These expenses become more serious when sales drop off. It means mounting overhead. If we cannot reduce selling expenses how can we increase profits?

"There is only one way and that is to increase our selling capacity. We are now up against a situation which demands that we get turnover or fall by the wayside. Our store got through last year without borrowing money and we did it by quickening turnover. That was accomplished by buying more frequently, by pushing lines through advertising and by adding two new departments, both of which made money for us.

"Too much mark-up is one of the greatest mistakes we make," said the speaker. "The public should not be made to pay a premium because the retailer has too slow a turnover. Get your prices down to the right basis and stimulate sales. The public will benefit and you will be richer, too."

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"Washer" Wilson's Whirlwind Ways

The Man Who Started Twelve Years Ago With Three Orphan "Dollies" Now Disposes of 130 Carloads a Year Through Ten Stores of His Own and by Helping the Other Fellow

MANY a reader of these words had the same start in the washing machine business as "Washer" Wilson, for no man could have started more humbly. We can positively declare that no reader now has a larger trade on this line, for our W. W. friend holds the world's record for a single shipment — 35 carloads in a single train for a total of 2500 machines. Those of our readers handling washers will be glad to learn all they can of this master of ablution equipment and his methods.

First a little as to his history and present organization:

In 1909 he was Mr. Wilson, like so many other men, and happened to escort three pioneer dolly-type electric washing machines into the precincts of his home city. At that time the electric washing machine had not achieved anything like its present perfection, yet Mr. Wilson's discriminating eye saw great possibilities in both, and he was logician enough to figure out that the thousands of people in his locality at that time, and many more destined to come, would want to be kept clean in so fair a land.

Plain Mr. Wilson is a quiet, unspectacular fellow, but he will stick to it, and he and work start out with the same letter and never do finish. He began by calling on merchants and dealers, hardware men, department stores, grocers, electricians, and any merchants who might seize this opportunity to pass electric washing machines along to the public with a long margin for themselves.

That first year he had a full course in auditing tales of woe and responding with pictures of happiness. Some of his prospects had handled the old hand-cranked washers and had been glad to give them up forever. Others were handling them yet and were perfectly satisfied. Others had a shed full of "Money Sunday" cradle-motion electric labor savers, with the entire shed mortgaged to the bank carrying the paper. Still others had bought a sample from a salesman a year ago and "there she still stands."



A. A. WASHER WILSON

We might suggest to the few of our readers who do not already know or know of this master merchant that he should more properly be referred to as THE WASHER WILSON, and that the A. A. refers to his class or degree.

Surely no one will say that the people of Mr. Wilson's community need such equipment more than any other, but rather that he has been sufficiently keen and alert to see the possibilities and opportunities which too many merchants are prone to overlook.

The longer he persisted, the surer he was that he had a wonderful, universal commodity if he could only get it before the public. After avoiding the inevitable as long as he could, and giving the then existing merchants every opportunity and inducement to take on the new line in a way that would build a business, he put his three washers in a rented show window and a fourth in front of his name and undertook to show 'em how it should be done.

Today he operates his retail headquarters and warehouse and nine branches in outside towns and cities for a radius of several hundred miles. He owns an interest in several other retail stores and conducts a wholesale and jobbing business on washers that is welcomed by his competitors as well as by merchants in cities where his organization is not directly represented. Scores are in his employ and his name is first in the mind of any man or woman who contemplates a washer. His volume has grown from the three original machines to an annual sale of 130 carloads or nearly 10,000 machines. And still he declares that he has just started the ball a-rolling, or rather the washing machine to washing.

Wilson Also Iowa Product

Perhaps the nativity of most of the world's washing machines guided Mr. Wilson in choosing a vocation, for he is a native of Iowa. Born at Reinbeck, 44 years ago, he spent the first 20 years of his life at hard farm work from early morning until late at night.

He was studying all the while, for he wanted to enter the business field, and he finally made the break and entered business college for a two-year course, working his own way. His course included stenography and bookkeeping, and for a year and a half after graduation he found his first commercial employment at general office work. Then he took to the road and sold everything from pottery to farm machinery.

Mr. Wilson early developed an ambition to

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enter business for himself. The first firm was the Wilson-Galloway Co., at Waterloo, Iowa, selling buggies and farm implements. Selling out after a year, he organized, with his brothers, a wholesale neckwear business, which was conducted for two years, until the Wilson Manufacturing Co. undertook the making of a hand washing machine. Here Mr. Wilson got his first taste of a diet that was exactly to his taste.

Just then the hand washer was challenged by the new electric-driven machine. The production of the latter called for more capital than the Wilsons commanded. It was a natural course and one that has proved to be wise to sell out the factory, move out West and start jobbing and retailing washers.

General Stock of Special Commodity

In analyzing this growth and business, its great outstanding characteristic seems to be specialization of effort and generalization of stock.

The entire organization has been built around washing machines. They are the only commodity handled, and every person connected with the business is a specialist and master of electric washers. Washer Wilson is a great advertiser, particularly in the newspapers, and it is only and always washers that are brought to the attention of potential customers.

Balancing this specialization is the scope and all-inclusiveness of the stock. All types are included. It has never been the method of Mr. Wilson to take exclusive agencies, to try to force the product of one manufacturer on his customers, or even to favor one type of washer over others. It is his object to have what the people want in the washing machine market. He will handle any good machine for which there is a demand, and he will get any make or parts which a customer desires, provided he does not have them already.

Buying Best Makes in Great Quantities

In view of the tremendous outlet which he has created, the buying power, efficient distribution and quick turnover possible through his organization, he can sometimes buy in great quantities and offer great inducements to the consumer, protecting his jobbing customers always and making possible the same "specials" for them.

The world's record is claimed after a recent shipment of 35 carloads in a single train, 2500 machines, worth $300,000, from the factory. He must be able to sponsor any machine he sells, thus gaining the confidence of his customers as an advisor and expert. Since his sales always include service and installation, and since additional service means less profit on the sale, he has to adjust his guarantees and prices according to the experience he gains in handling the various lines. By a survival of the fittest, he is able to offer the best machines at the best price with the strongest guarantee.

Following are only a few of the cardinal principles which have been developed in Washer Wilson's wide experience:

1. Washing machines must be sold on easy payments.
2. Washing machines must be properly installed.
3. Washing machines must be serviced.
4. Washing machines do not all stay put.
5. The second-hand problem can break you just as surely as the original sale if you don't provide for it.
6. Specializing is the only way to sell washers.

As he succinctly puts it, "Rent, advertising, salaries or commissions, service and reverts are the items that must be figured out accurately in any specialty business."

One outstanding feature of his success has been his newspaper advertising. Never a week goes past but what he has run several advertisements in the city dailies, until now the name of Wilson is almost synonomous with washing machines—one reason, no doubt, why he has signed his numerous advertisements with the descriptive cognomen, "Washer" Wilson.

Advertising Brings the Prospects

While Mr. Wilson is a consistent advertiser, he does not expect the newspaper to make his sales for him, but rather depends on the newspaper to bring in the prospects. It is after the prospect enters Wilson's store that an intensive effort is made to sell.

Mr. Wilson is very enthusiastic over the future of the washing machine business. He claims that he has no particular corner on success in this business, but that if any dealer will take hold of a good line of washers, will give it the attention it deserves, the returns will be more than satisfactory.

The recent hard times were a good thing for many of us. They made us thrifty, and thrift builds character. The best men and women are the ones who do their own personal work. Get rid of the parasites who are living off you and do for yourself.

Always wear nice clothes, and particularly a nice hat. Many are more impressed with what's on top of your head than what's inside of it.

AGE OF INNOCENCE

A little girl, aged 3, had been left in the nursery by herself, and her brother arrived to find the door closed. The following conversation took place:

"I want to tum in, Cissie."

"You tant tum in, Tommy. I'se in my nightie gown, and nursie says little boys musn't see little girls in their nightie gowns."

After an astonished and reflective silence on Tom's side of the door the miniature Eve announced triumphantly: "You tan tum in now, Tommy. I tooked it off."

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Furnace Sales Depend on Your Shopmen

Experienced Thermal Engineer and Sales Manager Believes Western Merchants Face Greatest Opportunities in Heating Field if They Will Master Principles and Be Prepared to Guarantee Installations

"HOW can a Western merchant sell furnaces more effectively?" we asked Western Sales Manager Ben C. Taylor of the Lennox Furnace Co.

Two principal factors determine, says he:

1. He must understand heating principles and study or have one of his men study furnace installation and the elements of heating so that he can advise the architect, home builder, contractor or too-cold present householder.

2. He needs a tin shop, sheet metal department, or satisfactory arrangement with a man in this business, so that he makes his sales "installed" and can see that the furnace is so set up that it will give the results it was built for.

These two factors will mean both sales and satisfaction with a furnace line, as far as a hardware merchant is concerned, coupled, of course, with the aggressiveness, enterprise and sales methods that must characterize his operations in all departments of his business.

If the hardware man prepares himself with sufficient technical knowledge to be able to guide his customers right and solve their heating problems intelligently and economically, and then if he has facilities for working out this solution in actual practice with the installation, he makes the best agent or dealer any furnace manufacturer or distributor could desire this side of the River Styx, beyond which it has been suggested that any merchant might expect difficulty disposing of furnaces.

For a hardware merchant worthy of the name will keep track of new buildings through his builders' hardware, construction materials and paint departments. Often the purchase of an oil or electric heater will indicate a prospect for a furnace. If you carry coaloil, the purchase of large quantities of that heating fuel may give you a lead. There are hundreds of Western homes that are soft prospects for furnaces if a well-informed merchant will take the interest to give the necessary information and advice and demonstrate successful installations in other places.



BEN C. TAYLOR,

Western Sales Manager Lennox Furnace Co., who has sold and installed furnaces since his boyhood days and who is working to arouse Western merchants to their opportunities in this field, once they are in possession of the necessary technical knowledge and the facilities to make proper installations.

Mr. Taylor's life-long business has naturally made him many "warm" friends and admirers. He used to be envied in his business because it "let him in on the ground floor," and now he finds an even greater interest manifested in a business that provides an open Sesame to the nation's best cellars.

In his two years in the West, working in connection with Torrid Zone distributors and himself handling the distribution out of Portland, where he makes his home, Mr. Taylor finds more faulty furnace installations and less real furnace sense or education than in any other section of the country, and he has done business in all sections. This ignorance, misinformation and furnace faithlessness is shared by merchants and customers alike, and for that reason the opportunities for a live firm that will know the truth about good furnaces, and then spread it, are greater than in any other section of the country.

Selling Comfort, Economy and Ease

To sell a furnace, one must sell comfort, reasonable economy, safety, ease of operation, sometimes compactness and ease of installation. In every one of these points the installation or service is the important consideration. Looks, material, finish, dimensions, even initial price are secondary and often incidental.

One must back his sales with intelligent service, and he must have behind him a distributor or factory stock where extra parts, special inquiries or unusual prospects may be handled without delay. Under those circumstances it's lots of fun with a liberal spread as the prize.

When we speak so often of "Going after business," we are sometimes asked how to go about going after. Furnace salesmanship furnishes an excellent example. There are hundreds of possible furnace prospects right in your town in the homes already built. You can very simply figure out ways of finding out who of your townspeople or neighborhood customers are uncomfortable in winter because of cold. Then go right out after them and ask them for the business.

Call at their homes and analyze the problem. They will appreciate this interest in their welfare.

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Make an estimate of the cost of the furnace and installation, and also of the maintenance charges.

Have some figures at hand to show the cost of the same degree of comfort and heat with open fires, portable heaters, gas grates or electricity.

Take the lady of the house on a cold day to your own home or some home where a good installation has been made.

Talk terms if price only is standing in the way.

Persist and follow up in a friendly, pleasant way until the day they allow you to make yourself their benefactor for life by giving them perpetually comfortable and regulatable temperature.

Mr. Taylor Could Warm the North Pole

Since before the day Mr. Lennox devised the first Torrid Zone furnace, Ben C. Taylor has devoted himself to heating engineering and practical furnace construction and installation. Heating with him is perhaps an acquired taste, for he was raised in Kentucky and later moved to Kansas City, there to make his business bow with his partner as a heating and furnace man. During his 17 years as a Missourian he naturally became thoroughly familiar with the best heating practice of the day. In fact he and his business associates had invented a furnace to accomplish the same result in taking care of the gases that the Lennox handles today much more simply.

Twenty-six years ago Mr. Lennox, a locomotive boiler expert, perfected his first furnace, constructed on the lines of railroad boiler making. He had in mind the same heat utilization, strength of construction, proof against explosion and trapped gases. The present plant at Marshalltown, Iowa, one of the largest furnace factories in the United States, is the direct descendant of that first furnace, making 60 sizes and types of all-steel furnaces which range in size from the monopipe job for the bungalow to the great batteries installed in schools and very large buildings.

For several years previous to the war Mr. Taylor was general sales manager at Marshalltown, and after several years in New York on other work he returned to the Torrid Zone over a year ago and has been made special Western representative, working in conjunction with such representative jobbers as Holbrook, Merrill & Stetson, Holley-Mason Hardware Co., Washington Sheet Metal Works and W. C. Quigley.

Fighting for business, by steady advertising through the rises and falls of the business barometer, is bound to be productive and profitable. There is a difference between economy and degeneracy. Sowing the seed of initiative now will enable you later to pluck the flowers of opportunity.

NAILS AND PAINT LEAD TO FURNACE SALE

Editor HARDWARE WORLD:

We have sold but a very few furnaces on time. Whenever we do, we get at least one-third down with the balance due in three or four months, taking a conditional sale on the balance.

One reason for our success has been due to the fact that there has been a building boom in Yakima and we have put forth considerable effort in watching each new house as it starts, and selling the party most of his material, beginning with nails and then following up with builders' hardware and paint and finally a furnace. In doing this, when we are successful in furnishing him his nails, hardware and paint, it seems to pave the way for the furnace sale.

Yakima. ECKMANN-LOCKE HARDWARE CO.

THOROUGHLY DEVELOPED SYSTEM

Editor HARDWARE WORLD:

A review of the furnace business that we have enjoyed for the past several years makes us feel that our furnace sales have been very satisfactory.

We do not sell on the installment plan and all of our furnace business has been held to practically a cash basis.

We handle furnaces through our sheet metal department, and through this department manager we are able to get a direct personal interest in the line. Prospective buyers that naturally come to the store are usually referred to this department directly, or by use of a prepared prospect card.

In our general line we have found it an advantage to employ a salesman who furnishes his own car for store service. This man is really the right-hand man in the furnace deal. He has selected as his assistant a salesman who is always on the main floor. In this way we have three men to watch the furnace sales very closely, and their respective positions are such that we do not miss many prospects.

Perhaps this plan more clearly stated would be—

Salesman on main sales floor to gather prospects, sell furnace heating ideas and sell store service.

Salesman with car to follow unsold prospects and actually finish all matters left undone by general sales force.

Department manager to inform salesman of selling points and advantages of line carried, supervise installations, and through his shop actually render furnace service.

Prospect cards are conveniently located in the store. All employes fill out these cards, drop the filled card in separate container and the department manager picks them up at the end of each day.

We believe that our sales are helped by having a good furnace display on the sales floor throughout the year and occasionally a good window display.

We advertise quite liberally in our local paper, which is a great help in securing prospects.

We find that we can sell furnaces in quantities every month except January and February.

It seems to us the outstanding features of our program are the fact that we are able to create an interest in the furnace deal, and after creating this interest and attention we are in position to actually close the business through our outside man.

We might also mention that store service in our opinion is not completed unless we have good reliable merchandise, such as Lennox Furnaces, that will stand up and deliver the goods while we are on our way with other problems. WELLS & WADE,

Wenatchee. By B. L. Stewart.

Pearson & Chadil is a new firm at 2014 San Pablo avenue, Berkeley. J. W. Pearson of the Pearson Hardware Co., Oakland, is one of the partners in the new firm.

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Annual Joint Conventions at Atlantic City

DURING a certain week in October every year the famous board walks, recreation piers and elegantly appointed hotels of Atlantic City are given over to the moving spirits of the hardware business of the United States. For the annual joint convention, delegates from representative wholesale houses all over the United States, members of the National Hardware Association, gather with the members of the American Hardware Manufacturers' Association. Each association has its own meetings and there are also joint meetings. Social features and entertainment are shared by both groups on their common ground as hardware leaders.

Just as we go to press the great meeting is in session. The twenty-eighth annual convention of the National Association (of jobbers) occurred October 17th to 20th, while the Manufacturers' Association held its meeting the same days. Although it is impossible to report the definite action of either convention, many important matters were scheduled for a hearing. Wm. A. Durgin, Chief of the Division of Simplified Practice in the Department of Commerce under Secretary Hoover, was introduced the first evening of the meeting to present a suggested program of hardware simplification and elimination of excess varieties. Nearly every problem confronting the jobbing business was definitely scheduled for discussion by a selected member before the wholesalers' convention, at general sessions, in group meetings of the builders' hardware, small tool, cutlery and sporting goods or household hardware departments, or before the Automobile Accessories Branch, which met separately on the 16th and 17th.



ISAAC BLACK,
President American Hardware Manufacturers' Association.

Mr. Black, of Russell & Erwin Manufacturing Co., will long be remembered in the annals of the trade for leading the association in a most competent manner through an important and difficult year. Fluctuating prices, limited markets, unfavorable exchange, strikes, transportation difficulties, political adjustments and industrial experiments, are only a few of the uncertainties and problems that have demanded solution and careful handling.

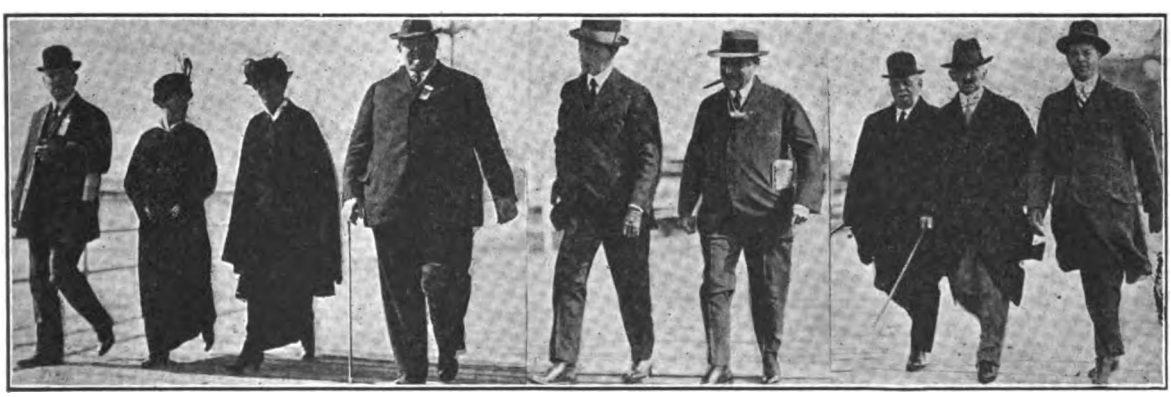
Having entered the manufacturing field from the distributing and jobbing business, Mr. Black naturally has a thorough understanding of trade principles, in addition to an intimate knowledge of the builders' hardware business. With Kelley-How-Thomson Co. at Duluth he began as salesman and, through his own efforts, an industry was worked up until he had charge of the builders' hardware department. Here he attracted the notice of President B. A. Hawley and was called to New Britain as Russ-win Sales Manager.

In the presidency of the association Mr. Black has relied on the same qualities that have characterized his own business life. With a passion for work and concentrating always on his business, he is at the same time a calm, systematic, smiling fellow with steady presence and unruffled poise. His pleasing personality has made him friends everywhere, whose loyalty and support have made his leadership both pleasant and profitable to the cause.

The Western trade was ably represented, as usual, by representative manufacturers, manufacturers' representatives and leading jobbers.

The officers of the two associations are guided always by two of the most accomplished and ablest of executive secretaries — T. James Fernley of the National Hardware Association and F. D. Mitchell of the Manufacturers' Association.

Thus these conventions maintain their annual position of importance, just as the two associations are of such benefit and influence in the trade, due to the high type of their leadership and the hearty co-operation and support of the members.



A large gathering of manufacturers and jobbers is in session at Atlantic City as these pages go to press. There is an earnestness and determination among them that speaks well for the trade.

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The Forum



The HARDWARE WORLD is glad to extend the use of its pages to any of our readers for the discussion of any topics of interest. They need not necessarily be confined to matters of trade or business, but anything that is of interest to the country or community at large, relative to governmental policies or tendencies, may be discussed in our pages.

We do ask, however, that our readers bear in mind that the HARDWARE WORLD has no "politics" in the usual meaning of that word, and is not concerned in the welfare or propaganda of any political party as such; that in dealing with such questions we prefer to treat them on broad general lines.



While frank discussion is desired, yet we of course cannot hold ourselves responsible for the individual view of any of our readers.

SAW MANUFACTURER RECOGNIZES PRESENT DAY CONDITIONS

Editor HARDWARE WORLD:

Your article on the "Real Causes of the Growth of Radicalism" is impressive and to the point. If a criticism could be made of the article it would only be the lack of enough constructive remedy suggestion.

It seems to the writer that we are getting too far away from the fundamentals of a Republican form of government. Our government never was intended to be a pure democracy.

The term "democracy" means rule by the crowd, or mob rule. Our government should be a Republic, a representative form of government. Constitutional safeguards were originally thrown around our institutions so that the choice of men to carry out the duties of practical government was held more or less in the hands of capable, straight thinking citizens. The men who are now charged with the responsibility for the practical government of our people are becoming more and more professional politicians who earn their living by governing the people.

Professional Politicians a Real Menace

Is an absolute monarch any more autocratic than this type of politicians once thoroughly entrenched? I do not think that royalty or hereditary governors constitute nearly such a menace to a country as do these professional governors.

We have allowed our Senate to be largely stripped of its original purpose by allowing our senators to be elected directly by the people. We place ourselves in jeopardy by allowing direct primary election of public officers. What we need more than anything else is a return to the Republic under wise leaders.

No wise or sane parent can bring up a decent family of children if these children at an early age are allowed to vote on their own conduct.

No more are the degenerate and irresponsibles capable of dictating the practical government of this country. A government which allows its unthinking, irresponsible citizens to determine the character of its policy cannot long exist. The result is anarchy.

Whither Are We Drifting?

Russia arrived at its soviet government by a direct route. They are more honest with themselves and with others apparently than the people of the United States. The United States seems to be gradually arriving at a similar conclusion by a devious route. We do not admit that we are socialists, or have any part in the purely socialistic plan, and yet, unconsciously we are allowing socialistic leaders to dominate our political parties to such an extent that the socialistic party does not need a leader of its own.

More satisfactory results can be obtained by scattering a few radicals into the dominant party than could possibly be obtained by direct action. These elements in our dominant parties will finally do by taxation in a slow undermining way what the soviet advocate has done in Russia directly.

The ultimate and final conclusion of inheritance tax theories carried to a final conclusion will be the placing of fixed capital in the hands of the government. Perhaps that would not be so bad if this fixed capital which is taken out of business very largely were put away as an endowment as against the final winding up of our present policy, but that is not being done. This property which is confiscated and taken out of business is being used by the government for current expenses.

In the writer's estimation there is a wrong principle in this whole proposition, and our citizens are not doing their duty. What we want is an honest, moral citizenship which is not afraid each day to do the appointed task; to look these problems square in the face and not compromise in vital matters for the sake of expediency.

We should get back to the Republic idea. All these notions that lead to a democratic government when called progressive ideas are misnamed. They are not progressive, they are retrogressive and only lead back to the point where we must start everything over again.

Yours very truly,

H. C. ATKINS, President,
E. C. Atkins & Co.

A WONDERFUL HELP

I have been a subscriber to your magazine for some time and I have never regretted the money I spent for my subscription. Your articles have been a wonderful help to me and on various occasions have answered my questions and have given me ideas and suggestions which I am using to good advantage.

Brooklyn, N. Y. ALVIN E. BAUMGARTEN.

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New England Manufacturer's Views

Editor HARDWARE WORLD:

Referring to the article published in your September issue, on the "Causes and Growth of Radicalism" by Mr. Harrison, it seems to me he is almost as radical as the radicals complained of.

However, perhaps he is trying to draw a picture, which, while in the writer's opinion, is exaggerated, yet he perhaps thinks it necessary to attract attention to the conditions he refers to.

The writer should advise that he is not accustomed to be a part of any newspaper controversy, and does not write what follows for publication, but anything in it which you desire to use, without his name, you are at liberty to use, if you think best.

Getting a Proper Understanding

The writer graduated from Yale in 1871 and at once started upon his career as a manufacturer, by becoming an employe of this company as general inspector of product, in which occupation he had served during several vacation periods of his college course.

This service compelled his traveling all over our twenty acres of floors several times daily, in the inspection of product, or its parts, in process of manufacture, and soon became personally acquainted with all of the producers, and, through conversation and discussion of the product, with their points of view, in a constant endeavor to increase the production per unit and to place the producer in the best possible way of making such production with continued improvement in quality, or to continue maintenance of quality; and that maintenance continued through later years and served to keep our executive organization in better touch with producers, and other employes, than would otherwise be the case.

Our present situation is that our last strike was in 1902, and when settled after about two weeks, the employes concerned admitted that they had blundered, or were badly advised; and our premises today contain departments which we assume are unionized, but it is understood will still be managed by the company, and any disputes will be settled between the company's officials and employes, and not through the intercession of any outside party.

Spirit of Conservatism and Reasonableness

Now one of the reasons for the location of our plant in New Haven by my late father, in 1864, in the spring of which year we first produced product here, was because it was the location of Yale University, and he believed that the spirit of conservatism and reasonableness which goes with such an institution, and particularly with Yale, would be a particularly reasonable place in which to promote sound business and in which to bring up a family.

His foresight and judgment in that respect has been confirmed, as in other respects, because, for instance, his first journey to Russia in 1873 produced an impression upon him that Russia was bound to collapse, and that in his judgment we should make no effort to establish commercial relations with anybody there for direct service; and so our company has never done so, and which opinion was expressed to the writer nearly 49 years ago.

History Has Justified Wisdom of the Founder

My training leads me to the opinion that people in this country, generally speaking, has that combination of intelligent selfishness and intelligent unselfishness which stands for the safety of the Republic; that our various states may experiment with radicalism and prove their error without endangering the stability of adjoining states; as has been proved in the Non Partisan League's activities in the Northwest.

When the I. W. W. first came to this country, the writer obtained a copy of its Constitution, and on reading it carefully concluded that the I. W. W. could not make much progress in this country, because its very Constitution would be its final undoing, as the promotion of graft was the only way in which its leaders could get sufficient financial support personally to have a decent living.

Mr. Harrison's letter is too long and too extreme to take up each item and discuss it, but the writer would like to premise what he has to say by a quotation from John Morley: "Right and wrong are in the nature of things. They are not words and phrases; they are in the nature of things; and if you transgress the laws laid down, imposed by the nature of things, depend upon it sooner or later you will pay the penalty."

Your journal endeavors to reach public opinion, and to affect it on the right side; so with the individual in his attitude toward life, and in his knowledge of "the nature of things," will conduct himself in accordance with the law as he understands it, and if he understands it wrongly, he or his associates, or his neighborhood, will have to pay the penalty.

Now this country is recognized over the world as the country of opportunity. There is no other country that offers opportunity, except possibly China, and there, as here, a person can grow from the bottom to the top, by intelligent industry and self denial, or what I have said before, by the combination of intelligent selfishness and intelligent unselfishness.

If Mr. Harrison were better advised, or better read, along the subjects of which he complains, he would know, for instance, that Philadelphia at one time was union ridden; today Philadelphia is an open shop town. Pittsburg at one time was a union ridden town; today Pittsburg is an open shop town.

There are a great many associations of manufacturers and merchants organized, not to control trade, but to promote intelligent selfishness and intelligent unselfishness among its members and the trade, and I would name a few that you recognize:

The National Association of Manufacturers.

The various State Manufacturers' Associations, of which Connecticut is one.

The National Founders' Association.

The National Metal Trades Association.

The National Industrial Conference Board (which is a Board whose membership consists largely of representatives of various manufacturers' associations).

The League for Industrial Rights (having headquarters in New York, and which has promoted through its lawyers and advisers the law for Labor and the law for the Manufacturer, and has obtained from the Supreme Court of the United States a good many decisions emphasizing the law.)

We have in this city as headquarters the New Haven County Employers' Association (which has no constitution except the "rule of reason," but which has published certain principles as the basis for its activities, its first principle being that it will endeavor to protect and defend any member against unwarranted and unreasonable interference with its righteous activities. It has had only two contests in seven years, or since its organization, and those were short because it used publicity so that everybody understood what was the unreasonable proposition which union labor was endeavoring to foist upon the community, and yet said association has not quarreled with union labor unless union labor tried to rule instead of permitting the "rule of reason" to rule.

All of the associations mentioned are promoted by manufacturers for the promotion of the "rule of reason" and the recognition and appreciation of the law for the promotion of good public opinion.

So that, contrary to Mr. Harrison's opinion, the writer holds the opinion that such a contest as we have had with the coal and the railroad strikes is a very good illustration and lesson for the public, that the union leaders are unintelligently selfish and are not

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seeking the public good, and the best proof of that is time; and when violence follows a strike, that has, in the writer's opinion, always been a sign that the strike was about over and that law was beginning to be felt and strongly supported.

In closing this rather discursive letter, the writer desires to call your attention to a recent arbitration in New York City, of which you are probably fully informed, and which appears on page 104 of "Law and Labor," Vol. 4, No. 4, of April, 1922, being Judge Manton's award in the arbitration between the New York newspapers and the pressmen, a copy of which is sent you under another cover. I send it particularly for Judge Manton's definitions concerning the employment relation.

As one of the executive committee for some years of the League for Industrial Rights, I have good reason to feel that the influences at work in this country for righteousness are stronger today than ever before, and that people generally are less afraid of the truth than ever before; that the open shop principle leads to higher pay for the intelligently industrious individual and gives a rising scale to labor, while the application of the uneconomic rules of organized labor tend to deprive the better individuals in the labor scale from their fair return for their endeavors, because of the union endeavor to scale down the workers, in over-paying mediocrity. Very truly yours, ..., President.

RETAILER CAN PROTECT HIMSELF

Editor HARDWARE WORLD:

In your October number, I find on one page, two letters in answer to your query as to what the retail merchant should do regarding purchases. The one read as follows:

"If we were retail merchants it would be our policy to buy freely of all goods that we thought we could use during the fall trade. We believe that the supply of goods will be short in practically all lines and the demand about normal."

The other reads:

"We believe it would be best for retail merchants to be conservative and buy in small quantities from their nearest jobber for at least the next twelve months. This is not a bad plan at any time, for it is much easier to straighten out complaints with your local jobber than it is for foreign houses."

These two articles justify me in giving you my views regarding the question at issue. Having served in both positions as a retail merchant and in latter years as a jobber, I feel that this article will be accepted as without prejudice and that I am able to give an opinion which should be of some benefit to the retail dealer as well as to the jobber.

In the past few years we have heard a great deal about pessimism and optimism. We have been told that a conservative person, reasoning out conditions was a pessimist, whereas the one who did not reason and took everything for granted could see no troubles, everything rosy, etc., was an optimist.

There is no such thing in business management as either pessimism or optimism. The business executive whose duty it is to outline the policy of his concern, must be one who studies, reads and anticipates conditions as he sees them through reading and studying and be ready to form an opinion either one way or the other, so that he must be both an optimist and a pessimist. That is, he must be able to decide when it is policy to be liberal in his business management or whether it would be policy to be conservative.

The retail merchant occupies a peculiar position. He can, if he wants to, protect himself by being in an absolutely safe position at all times so far as price fluctuation. On the other hand, he can be in trouble through trying to assume the place of both the supply dealer and retail merchant. I mean by conservative buying of his local jobber, he can always maintain that position of a minimum amount of investment and his turnover being oftener will make more money in the long run than attempting to function as the supply dealer and retail dealer, necessitating heavier stocks, larger indebtedness, interest on money invested, smaller turnover and the possibility of loss through declining market.

If the proper business methods are adopted, there is very little necessity for failure in business. Failure in business is attributable in most instances in endeavoring to do certain things which are not practical and are impossible. Of course one must live within his means and must know exactly what it costs him to do business, what his profits are, and always having one thing in mind and that is endeavoring to have a reserve no matter how small it may be. It must be remembered that the jobbers of today were the retailers of yesterday and in the same way the big retailer of today was the small retailer of yesterday. The successful ones in both cases were men who did business within their capital, living within their means and pursued the policy of being one or the other and not trying to be both of them at the same time.

My experience while in the jobbing business has taught me one thing, and that is the manufacturer who solicits the retail merchant has nothing of advantage to offer, for what advantage he offers him in price is more than overcome by the increased amount the retailer must purchase, the longer it takes to turn over the purchase, the fire risk taken, and the risk of declining price. I have, also, come to the conclusion during my experience that many retail buyers consume a great deal of their time in their buying which, if devoted to the selling, would bring them big returns. I have in mind and give considerable importance to the adage "That goods well bought are half sold," but the interpretation does not alone mean the question of price but also means the question of quality, the amount one must buy and how long it takes to sell what he has bought, always bearing in mind that profit is not made until the goods are sold, so if time that should be conserved in selling is misused or wasted in buying, the selling or profit making period is lost.

In this modern day of business, the jobber must and is awake to what he owes the retail merchant, what is necessary for him to secure business, the volume of business he must have, is alive to his competition and what is necessary for him to secure his proportion of business, with all of these facts in mind price must be right, and he must have an interest in his customer and will do everything to make the customer successful, as only successful customers are of any importance. The jobbing house who pursues any other policy cannot be successful.

Trusting that my purpose in this communication will be appreciated, yours sincerely, SOL FRIEDENTHAL

BUSINESS MEN NEED TO TAKE HEED

Editor HARDWARE WORLD:

I have read with a great deal of interest the "Real Causes of the Growth of Radicalism" in your September issue.

The writer believes that you are giving publicity of a constructive nature and that you have touched upon a point vital not only to business interests of the country but to its social welfare. Something should and must be done to cause the American citizen to respect his neighbor.

The writer feels sure that your article will do much good.

THE EDWARDS & CHAMBERLAIN HDWE. CO.
Kalamazoo, Mich. J. Chas. Ross, Sec'y & Gen. Mgr.

A beautiful butterfly was once a creeping caterpillar. The sales manager of tomorrow is the struggling salesman of today.

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Benefits of Local Paint Clubs

(By Geo. E. Cannon, Secretary)

PERSONALLY, I am convinced beyond a doubt that every member of our industry who is worthy of being in the business world, is already sold on the immense value of co-operation to this industry and all its branches, which eliminates any effort on my part to try to sell you the idea of co-operation. If you are not sold on it now, I don't feel that it is worth my time to attempt to sell you at this late date. The accomplishments of the "Save the Surface" and the "Clean Up and Paint Up" Campaigns are stronger evidence of the real value of co-operation than reams of talk and argument from me or anyone else could ever be.

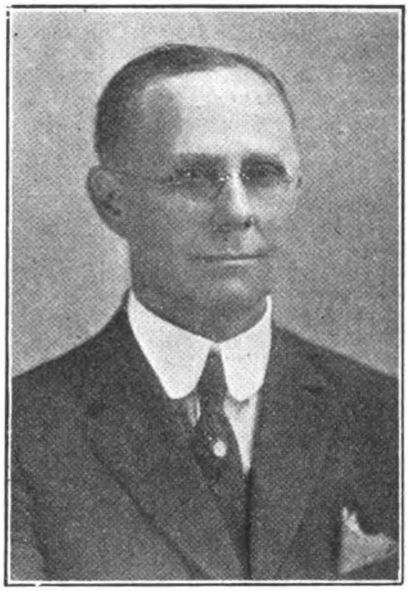
Considering then that you realize that co-operation is not only valuable, but essential, in the paint and varnish industry, I have decided to place before you today the record of our District Paint, Oil and Varnish Club. I have several excellent reasons for offering this history in this connection. First, because our club is the "Daddy" of all the Western clubs, and I think it gives me the right in selecting the club for this discussion. Second, because I am more familiar with the activities of our club than with any other; and, third, because I wish to follow out my previous statement, and deal with facts and not with fancy hot air speeches.

The history of the club is concrete evidence that hearty co-operation of men whose interests are the same, actually does pay, and pays well!

Our paint club was organized in May, 1918, at the request of the Retail Hardware Dealers' Association. After organizing and holding a few meetings it was decided it would be necessary to secure a secretary who would not be connected with any of the paint interests. Thereupon, one was secured, and it was decided that he should give the business of the club his entire attention and work in every way he could for the betterment of the paint business generally.

Weekly Lunch Meetings First Step

The first step was to hold meetings once each week at the lunch hour. Our principal object was to weed out unfair methods of competition and to control our business ourselves instead of making dictation of the public necessary. To do this meant that we must have thorough co-operation and confidence in one another, and this was brought to reality by our frequent meetings and a free and hearty discussion by everyone of the problems and conditions that prevail in the paint business. These meetings and intimate discussions enabled us to learn and understand each other much better. We began to realize that we were all pretty much human and hence pretty much the same.



GEORGE E. CANNON

At the time of the recent meeting of representatives of the Western paint industry, one of the most instructive and illuminating contributions was the address of Secretary George E. Cannon.

District and local organization are just as important and accomplish just as valuable results as national or state organization of a trade or industry. The last few years have brought a great era of co-operation among merchants and business men, and although geometry tells us that the whole is only equal to the sum of all its parts, psychology and common sense prove that with men this rule works otherwise and that a number of independent factors combined can be far greater than the sum of each separately.

The paint, oil and varnish trade has found that there are local problems in each trade center that warrant special attention, as well as the benefits to be derived from close association and sympathetic understanding among all the members of a trade or industry. Therefore trade clubs have been organized within the last few years in such Western centers as Denver, Salt Lake, Los Angeles, Portland, Seattle and San Francisco. Each has returned immediate dividends to all who have invested time, energy and faith in the movement. The recent Western Regional Conference of the National Paint, Oil and Varnish Association embraced delegates and representatives from all these clubs, and during the course of the meeting Mr. Cannon presented the following account of the experience and justification of the pioneer club of which he is the executive officer.

Indicative of the progressive character of his club was their exhibit at a recent Pageant of Progress and Industrial Show in their city. In a booth with 50 comfortable seats for spectators, the club showed a film specially prepared, depicting the Save the Surface idea. By running continuously they reached hundreds of thousands of people. Another reel is being specially taken of a typical town now putting on a "Clean-up, Paint-up Campaign," and conditions will be shown before, during and after. This film will be turned over to the national officers to be shown in every part of the country.

As the secretary of the club, it was decided I should call upon all the hardware stores in the city who were handling paint (about 100 of them) and discuss the paint business with them, asking for their ideas regarding co-operation, and offering them some of ours. A report of these calls was made at the weekly meeting of the paint club.

One of our problems was that of graft advertising and donations. Every business man and manufacturer is constantly annoyed by solicitors for various so-called charity advertising, program advertising, etc., and to refuse is to label oneself lacking in public spirit. We have been able to handle this situation by having such matters referred to the secretary, who makes a full investigation as to the merits of the proposition, and reports same to the club. A decision is then made by the club, and this is reported to the applicant by the secretary. This method enables the club to actually contribute to worthy causes, and yet eliminates the many grafts that are put across under the guise of charity, etc. We are able to command the respect of the public for our industry in these activities, and yet run the whole proposition on a much more economical basis than otherwise.

Members Notified of Market Changes

All members of the club are notified promptly of any market changes, and on this question, which requires the close attention of the secretary and the utmost loyalty and good faith from the members, I am proud to say we have perfect co-operation.

Another very significant effort of our club has been in encouraging the manufacturer to study his product, and strive at all times to improve it if possible. Every manufacturer in the club characterizes his advertising by pointing to the quality of his product. It is the outstanding feature of their advertising, and it is convincing because they are actually working at all times to make the best paint possible.

At one time the matter of telephone calls made by dealers to manufacturers at the latter's expense, was rather a serious drain on the manufacturer. Long distance

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phone calls were made for such small orders that the profits of the manufacturer or jobber were considerably diminished. The question was submitted to the club, and it was voted to discontinue the practice. The result has been better and bigger orders for the salesmen, and a feeling of satisfaction among everyone.

Trade Ethics and Courtesy Preserved

Club members are discouraged regarding the practice of making so-called jobbers out of retailers, and against attempting to hire away the employees of another man. We are eliminating the necessity for attempted regulation from outsiders in the fact that we, ourselves, are first to develop constructive policies and to raise the morale of the members.

We have recently inaugurated a credit system which is proving very efficacious.

There are a number of small matters that have been adjusted through co-operation in the club, and the above are but a few of the problems that would become insignificant through proper co-operation among the clubs. We could largely eliminate undesirable features from the industry, and speed the day when the paint and varnish industry will assume its rightful place as one of the most powerful factors in the industrial history of the West.

The paint and varnish industry today has a good start toward its well deserved place among the great industries of the world — a start that will never be entirely lost—but each section of the country must of necessity face and solve problems peculiar to itself, and this first regional convention is a great forward step in the solution of this problem of individual advancement of the coast branches of the industry. Our problems of transportation, of markets, of all types of commerce, and of quality and variety of products, are essentially our own, and should be dealt with as such.

Pride in Industry Shown by Attitude

This industry we have made our own, and with it these problems, and while I believe every person in the paint and varnish industry actually feels a great and lasting pride in this industry, we must not forget that pride in our industry must not only be felt, but it must be manifested in our outward activities. It is impossible for a few men, no matter how willing, to shoulder the burdens of many, and actually make progress. The attitude of "Yes—but—" is not progressive, and the excuse that "others can do this better than I," is a poor substitute for honest effort. None of us is infallible, and all of us have been, and will continue to be forced to meet conditions for which we have not been prepared by any previous experiences, so let us all learn together. Lighten the burden by distributing it over the shoulders of all of us, and the reward likewise will come to all.

When you go to church and hear a sermon, you are not afraid to stop after the service and chat with others there for fear you will betray the secret and someone else will grab off your special slice of salvation, so why this fear of your business, brother?

Progress is the forward march of the majority, not of the one or two, and if an industry is to progress, the majority of the people in that industry must think and work progressively. There has been much feeling regarding the breaking of business faith during the war period, but all of that is past. We must have faith in ourselves and in each other, or how will the public have faith in us? We must needs work a bit harder, perhaps, and a little longer, must give a bit more consideration to our fellow merchant, and have a greater trust in each other, but all will show in the increased prestige of the individual and of our industry, in greater prosperity and love of others.

Nineteen hundred and twenty-two has made all of us who are fortunate tillers of this greatest field of our great industry very optimistic, and we see ahead of us easy achievement of the first lap of our race toward doubling the industry by 1926. Nevertheless, many a race has been lost or won in the last lap, and it is only in the final test that a race horse shows his real mettle. An easy victory in 1922 will not make 1923 any less of a real problem to face, and my suggestion is, let us face it together.



AN EARNEST HOMO IS ERNEST H.

In his very swaddling clothes Ernest's parents must have seen promise of a jaw of determination, an eye sparkle of enthusiasm and hands and feet for activity. So they called him Ernest. Ever since he has been old enough to read Webster, he has been outdoing himself in proving that his parents made no mistake in the choice of a name for the hustling son.

Ernest H. Morgan is first of all an enterprising factor in the Northwestern paint trade as manufacturer's agent and merchandise broker, with offices in the Gerlinger building in Portland and customers among the jobbers and mixers throughout the Northwest. The company that bears his name has been established for a number of years, ever since its president and moving spirit made a trip West for an Eastern concern and saw the possibilities for a manufacturer's agent of the highest caliber.

In addition to his own business, Mr. Morgan is secretary of the Portland Paint, Oil and Varnish Club and in that capacity has worked miracles in creating the harmonious spirit and friendly co-operation which is characteristic of the trade in his territory. It is the exceptional man who can act as trade secretary and conduct his own business at the same time without making one interfere with the other, but Mr. Morgan is this very exception. If there is ever a question of priority, it is always the club interests that have first call.

At the recent first regional meeting of the Western zone members of the National Association, Mr. Morgan was in complete charge of arrangements, conduct and entertainment, as secretary of the host club. Delegates from every center of the West, with their wives, to the number of over 200, were royally received, entertained and made to feel at home, so that the meeting was both a business and social success. Credit for this accomplishment, along with so many others, largely belongs to one man, and his name is Ernest H. Morgan. "Ladies and Gentlemen, Mr. Morgan!"

EVERY ISSUE VALUABLE

Enclosed find our check for our subscription. The magazine is coming forward. The first issue has already proven its worth to this concern.

ADROIT TOOL COMPANY.

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PURVEYORS OF PAINT, 'POSTLES OF PITTSBURGH







E. D. TIMMS, District Manager

The District Manager for Sunshine Proof Paints in the Northwest is one of those rare personalities who has the power to move and warm and quicken the spirit of their friends and all those with whom they come in contact.

Doubtless the reason in Mr. Timms' case is to be found in the fact that he has himself faced and solved the problems that every merchant faces. Always his buoyant optimism, his true spirit and his faith in the outcome have carried him along, and with him his associates, customers and fellow members of the trade.

If our memory serves, Mr. Timms was first engaged in the bicycle business in the Northwest, which locality has claimed his energies for many years and is an open book to him. When the Timms-Cress Co. was started in the paint business, it was a very small institution. Its growth in volume, scope and dignity testified to the unending devotion and faith of Mr. Timms and his partner, Mr. Cress. When the Pittsburgh Plate Glass Co. purchased the business, last November, they fortunately secured the services of Mr. Timms to continue his happy contact with the trade as District Manager.

Aside from being a thoroughly good fellow and a first-rate paint man, Mr. Timms is a finished public speaker and a favorite at gatherings of the trade. His ready wit, his true-ringing eloquence and his soundness of analysis, not only of business but of public questions, is recognized everywhere.

Thus he is cyclist, painter, merchant, executive, orator, mergist, good-fellow, and last and first American.

EDGAR S. BROWNING, Brush Division

Mr. Browning is Western representative of the Rennous-Kleinle brush division of the Pittsburgh Plate Glass Company.

Each time he looks back over his experience as an employe of the Pittsburgh Plate Glass Company, he is increasingly impressed by two facts: first, that he was extremely favored by the circumstances surrounding his connection with the Company and, second, that the progress and development of individuals is interlocked with the Company's growth.

In 1910 he was employed by Rennous Kleinle & Company, who were then just coming under the control of Pittsburg Plate Glass. At that time he was an 18-year-old boy and entered into the shipping department with a lot of hard work as his main task masters.

Within two years enlarged activities yielded an opening in the Sales Department which young Browning was selected to fill. His first sales experience was in New England, but in 1916 an emergency errand for the Company took him to the Far West. From that time he was frequently sent to the West to follow up the initial task and without being definitely assigned to that work it gradually grew into an importance that eventually resulted in his transfer to the territory as a resident representative.

He has entered the new territory with the same enthusiasm and boosting spirit that he puts into his lines of brushes, and is both popular and patronized among the buyers. If he can't personally attend to painting the West red, he can at least supply the implements.

J. V. O'NEIL, Local Agent

Paint is almost as natural and fundamental to J. V. O'Neil as it was to Michael Angelo, for his father was a painter before him and he remembers that often he was fed linseed oil as a special treat. Naturally he took to the brush and can as eagerly as a lark to the sky, and under his father's direction and teaching the young apprentice became a full-fledged painter and decorator.

After several years on the ladders, he joined the organization of the Capitol Paint & Supply Co. as city salesman. Other duties connected with the business end of the paint trade gave him an added knowledge of merchandising and handling paints before the opening of the can. Soon he was covering a larger sales territory for some of the larger jobbing houses and manufacturers.

At this point in his progress he put aside the raw colors for others which were floating on the breeze, and covering himself with a khaki "coat" he set out to remove certain "stains" on the "surface" of the world.

After two years in the service and a first-hand acquaintance with the possibilities for painting up Europe, he returned to enter the Western organization of the Patton-Pitcairn Division of the Pittsburgh Plate Glass Co.

Now he is Northwestern Local Agent, with headquarters at Seattle, from which point he covers the State of Washington. He is one of those fellows who keeps things moving, advancing all the time, and popularizing himself and his goods with the trade.

Our newspapers and magazines give entirely too much of their space to the vices of the people. A very small percentage of our citizens are vicious and they are vicious only part of the time. We think that even our movie people are sane at times and that they use the fancy clothes and horribly decorated automobiles for advertising purposes. They are to be pitied for their bad taste and let alone until they develop a more nearly human view of life and their duty to society.

We have never cared much for philosophers, preferring to make our own philosophy. We get something out of the following by an old colored man who, when his grandson complained about getting old, said: "Son, you got a heap of trouble coming to you before you get old."

When we were a kid we wondered why our pastor stressed humility. We have since married and found our pastor knew whereof he preached.

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HAVE YOU LIVED UP TO THIS CLAUSE IN YOUR INSURANCE POLICY?

I feel like reminding the readers of these articles, possibly all of whom carry fire insurance in some form, that when they take out a fire insurance policy, no matter what company it is in, they sign an agreement to allow the company issuing the policy to pass on all future insurance taken on the particular property, and to declare the policy void if they aren't given the chance to do this.

Cases are constantly going through the courts to recover insurance which has been lost to the insured by failure to observe this fact. They all fail unless there is something special about the case which takes it out of the rule.

If you will look in your fire insurance policy, whether it is on your building or your stock, you will find the following clause in it:

This entire policy, unless otherwise provided by agreement indorsed hereon or added hereto, shall be void if insured now has or shall hereafter make or procure any other contract of insurance, whether valid or not, on property covered in whole or in part by this policy. This policy is made and accepted subject to the foregoing stipulations and conditions, together with such other provisions, agreements and conditions as may be indorsed hereon or added hereto, and no officer, agent or representative of this company shall have power to waive any provision or condition of this policy except such as by the terms of this policy may be subject of agreement hereon or added hereto, and as to such provisions and conditions, no officer, agent or representative shall have such power or be deemed or held to have waived such provisions or conditions unless such waiver, if any, shall be written upon or attached hereto, nor should any privilege or permission affecting the insurance under this policy exist or be claimed by the insured unless so written or attached.

This is as iron-clad as carefully selected language can make it. In substance, it means that if you then have or take out any more insurance on this property without letting the company know about it, the policy is void, even though an officer of the company tells you verbally you can do it. If he tells you in writing you can do it, or even if an agent of the company tells you so in writing, you can do it without voiding the original policy, but not otherwise.

What usually happens is, the holder of the policy takes out additional insurance without thinking anything about this rule. A fire occurs and the companies immediately begin to hunt for reasons why they shouldn't pay. If they find that additional insurance was taken out without their consent they are safe. They won't have to pay a dollar of the policy.

Not long ago a man I knew started in business in a small way with about $2000 stock, on which he took insurance. He happened to get in on some good things and had to increase his stock about three times until he had $7,000 worth. Every time he bought more stuff he took out insurance on it, always in a different company, until when his fire occurred he had four policies, the original one for $2,000, a second for $1,500, a third for $1,000 and the fourth for $2,500. The fire made practically a total loss. He had never read any of his policies and knew nothing of the rule we are discussing. When he went into the collection of his insurance, every one of the companies except the last — that one couldn't raise it because he hadn't taken out any insurance after that— raised the point against him and were finally upheld by the court in refusing to pay him anything. The last company paid without contest, for it didn't have the same defense that the others had. When it issued its policy it knew all about the policies he already had, and as I have said, he took out no more.

This is typical of literally thousands of cases where men take out additional insurance without letting the original company know and getting its O. K. The clause, as you will see, not only covers additional insurance taken out after the date of the policy, but insurance already on the property at that date. Its operation, however, is mostly confined to additional insurance. because the insurance company which is asked to place insurance usually asks whether there is already some on it.

While this rule has cost a lot of (careless) business men money, and I suppose will continue to do so, it was adopted for a very good reason, viz.: to prevent unscrupulous people from loading their real or personal property with insurance and then burning it. Under this rule the insurance companies must be told right along what insurance besides their own is on. and must agree to the additional policies. If they aren't told, or if they don't agree, they can declare their own policy void.

Sale prices should be advertised for one or two days only, and once a month or every three weeks at the most is often enough.

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LIABILITY OF MERCHANTS' ASSOCIATIONS FOR CREDIT INFORMATION ABOUT CUSTOMERS

I read that the Merchants' Association of Dodge City, Iowa, is about to be sued for defamation of character because its credit department circulated among the members some information to the effect that a certain customer didn't pay his bills. The information leaked out somehow, with the result of damaging the particular customer's reputation. To recover for his injury he threatens to sue.

Since an increasing number of mercantile associations are establishing credit departments, it occurred to me that some information as to the rights and liabilities of such an association to circulate unfavorable information regarding a debtor should be useful.

The legal status of a merchants' association, meaning one composed of manufacturers, jobbers, retailers or anybody giving credit to customers, is practically the same as that of a mercantile agency which sells credit information to its subscribers. The fact that the agency sells the information outright, and the association usually gives it for nothing as a part of its service, makes no difference. Both are protected under the law of "privilege," if they circulate the information in good faith, without malice, and only among people who are interested in the matter.

They are protected even if the information they circulated wasn't true, provided they thought it was and didn't circulate it maliciously.

The law of privilege is a peculiar exception to the law of libel. Let me explain it. If I say to B, speaking of C, "He's no good; he doesn't pay his bills," I am guilty of slander or libel (depending on whether I say it or write it) if my statement wasn't true. And C can get damages from me. But suppose B is a member of a mercantile association. C asks for credit. B doesn't know him and calls up his association for information. The association, acting on apparently accurate information, answers "He's no good; he doesn't pay his bills." In that case the communication is privileged, and the association is not guilty of slander or libel, even though the statement wasn't true.

A communication is privileged where it is made in pursuance of a duty or an interest, such as the interest of an association to protect its members from loss. My statement wasn't privileged because I wasn't under any duty to circulate information regarding C's credit standing and wasn't asked to.

The untrue statement made by the association is not privileged, however, if made maliciously, recklessly or carelessly.

A mercantile association should be very careful to distinguish between unfavorable credit information given to a member asking for it, and the same information published in a general bulletin circulating among all the members. The first is privileged, the second isn't, and this may make all the difference between a heavy verdict for damages and no verdict.

The legal difference is that when the information was given confidentially to the member asking for it, the association was merely doing its duty as a protective association. When it circulated the information generally among its members, possibly not one of whom had asked for it, it went beyond the line of its duty. In the first case the association goes free even if the information given was untrue; in the second case it is liable for damages, possibly very heavy damages.

Of course if the information is true, no action for damages will lie in either event. The truth would be a complete defense.

Everything said above applies to the mercantile association and the mercantile agency alike. The agency, however, plays safer than the association and never gives special information to anybody who hasn't asked for it. Mercantile associations often issue bulletins in which credit information is given for whom it may concern. Sometimes this is in code, but that doesn't make any difference; it is a very dangerous process. If the statements made are true, you are safe; if they aren't true, you may be let in for a very expensive lawsuit. For juries have a way of treating pretty generously a person whose credit has been unfairly assailed as a bad debtor.

The court always look behind the credit system of a mercantile association for signs of a blacklisting scheme. Read this from one case that was brought:

> The doctrine of qualified privilege has been applied to information furnished to members or subscribers by mutual protective associations. On the other hand it is held that where such an association is formed not for the purpose of keeping its subscribers informed as to the credit and standing of the parties with whom they deal, but of blacklisting delinquent debtors in order to compel the payment of debts already due, publication made in the furtherance of such a purpose is not privileged.

Perhaps I had better explain that the same rules of law govern cases where a merchant calls up his competitor and asks for a line upon a prospective customer. If the information is given in good faith, the giver of it is protected under the privilege exception even though it wasn't true. It might be given in good faith, and still be untrue, because the giver of it could be the head of the firm depending on data supplied by others.

COULDN'T KEEP STORE WITHOUT IT

Editor HARDWARE WORLD:

We are enclosing our renewal to the HARDWARE WORLD. We are frank to tell you we feel we could not keep store without your paper. It is a wonderful help to our entire force.

Indiana. KENWORTHY & SON.

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DON'T SIGN A TRADE ACCEPTANCE UNTIL YOU ARE SURE OF THE GOODS

So many complications have arisen in my own experience recently over attempts to collect trade acceptances that I have no doubt they are also arising elsewhere. Therefore, it may be useful to throw a little light on the subject.

Some of the readers hereof may not be clear as to exactly what a trade acceptance is. It is an obligation given in return for the sale of merchandise. A, a jobber, sells goods to B on regular terms. In order to realize on the sale at once and so provide ready money for his business, A gets B to sign a trade acceptance, which substantially is a promissory note for the amount due for the merchandise, payable at the time the account would fall due.

Trade acceptances come in two forms. One is practically like a promissory note, the other is practically like an ordinary draft. Both bear the title "Trade Acceptance" at the end, and usually there appears somewhere in the wording these words, "the obligation of the acceptor hereby arises out of the purchase of goods from the drawer."

When the trade acceptance is signed or accepted, depending on its form, A, the jobber, takes it to his bank and discounts it. The bank then takes it to the Federal Reserve Bank, where it is rediscounted. Thus the Federal Reserve Bank is supplying the funds to speed up business, which was the original idea.

The trouble which is arising here and there is due to the fact that buyers who give trade acceptances are forgeting that they are negotiable instruments precisely like a note or a draft, and that they have all the incidents of a note or draft. One of these incidents is that after the acceptance has been once discounted, the buyer of the merchandise can't raise against its payment any defense which he may have against the seller of his merchandise.

For instance, this case arose the other day: A jobbing house sold certain merchandise to a retailer and took a trade acceptance for it, which was discounted in the regular way at a bank. The buyer had not examined the merchandise when he signed the trade acceptance, and he did not examine it until some time afterward. When he did examine it, he professed to find that it was not what he ordered and served notice to that effect on the seller. The seller replied that the goods were what were ordered and moreover the trade acceptance had been discounted with a bank, and therefore he, the seller couldn't do anything about it.

Finally, the trade acceptance came due, and the bank demanded payment of the buyer. The buyer refused payment on the ground above set forth. Now at this junction the bank might ordinarily refuse to bother the buyer and throw the acceptance back on the seller's hands, making the seller refund the amount which had been advanced on it, and leaving the seller and buyer to adjust their own difference. But the bank doesn't have to do this, it can always go against the buyer for payment, if it wants to. In this case it did that, because the jobber's credit was poor, and the buyer's was good. Therefore, it brought suit against the buyer on the trade acceptance, and the buyer for a long time couldn't see why he couldn't make his defense that the goods weren't right. He could have made it if the seller hadn't discounted his trade acceptance, but having discounted it with a third party, who gave value for it without notice that the buyer had any defense, that defense could not be raised because that is the law of negotiable paper.

I know that cases are constantly arising in which buyers of merchandise who signed trade acceptances before satisfying themselves that the merchandise for which it was given was all right, are refusing to pay at maturity on the ground that the merchandise was in some way deficient. I can say to all of them that their defense will not be heard and that they will waste time by making it. Until you are certain that the merchandise is all right, do not sign a trade acceptance for it.

But suppose a buyer is careless and has signed a trade acceptance before examining the goods, and suppose because of the rule of law above described, he must pay the trade acceptance at maturity, does this mean that he is virtually compelled to pay in full for unsatisfactory goods? No, he has a remedy by suing his seller for his damages, whatever they may be.

For instance, a jobber bought merchandise from a manufacturer, signed a trade acceptance for it, subsequently found the goods to be wrong, served notice on the seller to that effect, but still had to pay the trade acceptance because it had been discounted. The goods were to cost $1000, but those delivered were worth only $750. The buyer's loss was therefore $250, and he sued the seller for that amount. The case has not yet been tried, but he will doubtless recover a verdict for that amount unless the court thinks he lost his right to it by delay in examining the goods. If he can get by that, he will get his damages.

What every woman should read: Charles Dickens' description of Dolly Varden is the best description of a good, pure young woman we have ever read. Many of our young women want to appear like the painted female of unholy writ and to get their fashions from the Police Gazette. When a vampire gets a victim she doesn't get much. It breaks about fifty-fifty.

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Leader in Denver's Commercial Advancement

DENVER is one of those cities which always lures the traveler, playing on the imagination of those who know her not as well as those who know her. Far from her nearest neighbor, she is high, she is pure; she abounds in loveliness and has always reared and sent forth interesting, wholesome sons who have attracted others.

First to mind of our Denver friends comes Frank Bare of the Tritch Hardware Co., than whom the city has no more staunch friend and supporter. Some of us have had the further pleasure of coming into contact with President F. W. Heckendorf of the Dillon Hardware Co., and with officials of the Colorado Fuel & Iron Co., Hendrie & Bolthoff Manufacturing & Supply Co., Morey Mercantile Co., Schaefer Tent & Awning Co., Denver Dry Goods Co., Auto Equipment Co. and other such enterprising manufacturers and jobbers who have built the repute of Denver for commerce and business as well as for scenic beauties and the purest air.

One of the important factors in passing along the fair name of the mile-high city has been the Chamber of Commerce, and the present president, Roblin H. Davis, in the words of Frank Bare, "is a young man of affairs, of ability, of strong personality, possesses great energy and knows how to handle the big things."

As president of the Davis Brothers Co. he is a great worker for the advancement of Denver as a jobbing center, and as commercial head he has the support and confidence of the entire business community.

Mr. Davis was born at Rawlins, Wyoming, and did his first work as a boy at one of the J. W. Hughes & Co. stores at Meeker. Here he earned enough money to have a saddle made to order by the famous Billy Thompson at Rifle, and he is still proud of this same saddle, full-stamped with a buckskin seat and his initials on the cantle.

Finishing his high-schooling at Denver and graduating from Princeton in 1907, he took a position in the shipping room of his father's wholesale drug business. Going through the various departments and serving his time on the road, he took control of the business ten years ago and has been most successful in his management.

It was not until this year that he became active in civic work, when he was pressed into service as president of the Denver Civic and Commercial Association last February. He has been most active in arousing the interest of the business men to the importance of developing the surrounding territory and co-operating with adjacent smaller communities in order to promote the growth and development of Denver.

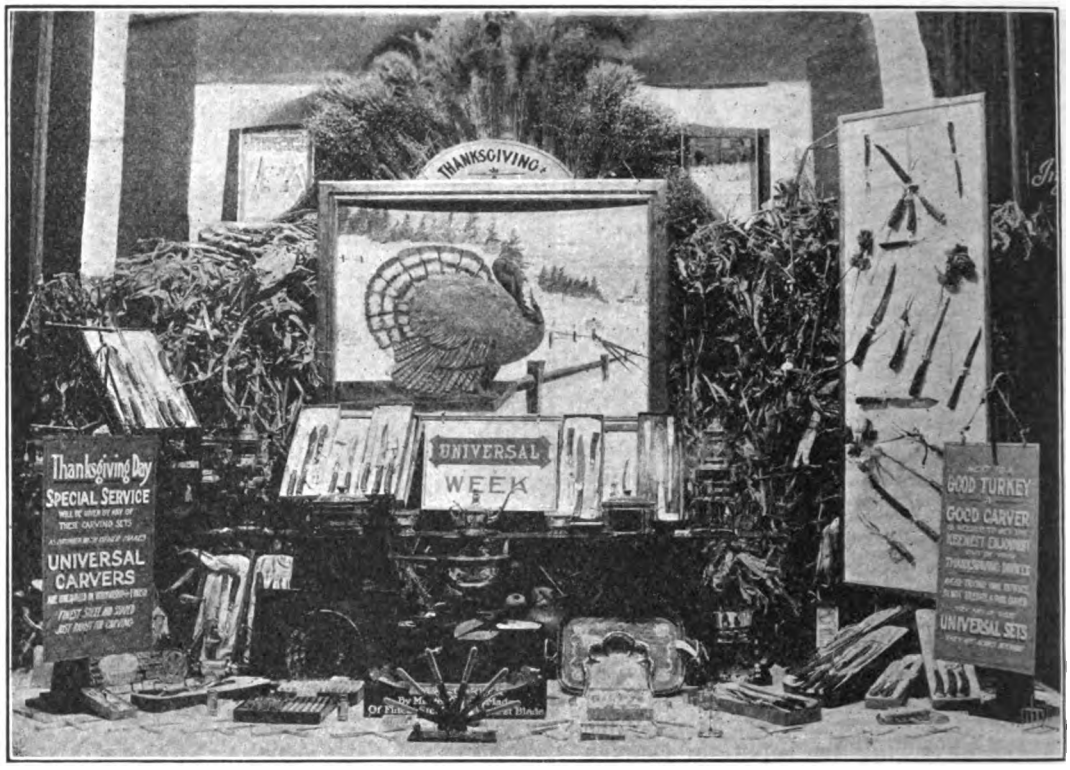


ROBLIN H. DAVIS

We want to introduce to our readers many good, active Western leaders like Mr. Davis. Many of them are hardware men. There is no greater work than civic leadership in America, and there are no stronger, abler, more representative Americans than the members of the Western hardware trade, both retail merchants and jobbers.

Sales days should be announced widely, by hand bills, newspaper advertisements, direct mail letters, window cards and perhaps sign boards. Of course, the prices must always be stressed.

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Whether you live in a small town or large city your sales are materially affected by your sales windows.

It is human nature for people to want to shop, and especially the womenfolk of your community. If you display goods that will lighten their work, make it easier, or make the home more attractive, you are sure to increase your sales.

The hardware merchant handles such a wide variety of real utilities that he often overlooks the opportunities that lie at his very door. Give some attention to your Thanksgiving displays and you will be surprised at the results.

The attractive sales window above should give you suggestions that you could turn to good advantage.

Many merchants find they can attract the womenfolks to buying by showing a window display of glassware, china and silverware, which always makes an attractive display.

THE OPTIMIST

There's heaps of floatin' bubbles
Upon the sea of troubles,
That seem to loom up bigger than the rest;
But don't give up, disgusted,
You'll find they're quickly busted,
By wadin' in to do your level best.

If cholera, with the chickens,
Has played the very dickens,
'N things seem to be goin' to the dogs—
There's lots of satisfaction,
A comfortin' reaction,
To know the durned disease ain't touched the hogs.

The wheat you are a threshin',
By flies, the genus Hessian,
May have been stung, until it looks forlorn;
But what's the use of worry?
Forget it in a hurry,
You'll maybe get a bumper crop of corn.

When failure starts to beckon,
It always pays, I reckon,
To shut your eyes, 'n ears 'n forge right by;
The world's no use for yellow,
But stands behind the fellow
Who comes up smilin', always game to try.

—H. M. Railsback.



The Atlantic City Convention is always looked forward to with great interest by manufacturers and jobbers as an opportunity for sizing up business and trade conditions. Here were found some of the biggest and best business minds of the country.

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THE IRISH MAIL

TRADE MARK

Will Make Sales For You

Many leading hardware dealers have successfully sold the *IRISH MAIL* for 15 to 18 years.

Order Now for Christmas

COASTER WAGONS, VELOCIPEDES, SCOOTERS, CARTS, ETC.

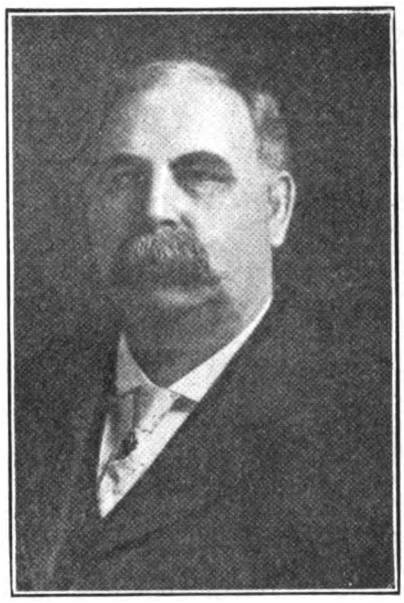
Catalog on Request
Our 21st Year

HILL-STANDARD CO.

ANDERSON, INDIANA

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EVANSVILLE TOOL MANUFACTURERS



FRANK LOHOFF, President



IRVING S. KEMP, Vice President

The little partnership that started 36 years ago as Schulte, Lohoff & Co. to make a few items such as tinners' snips, carpenters' pincers and hatchets has grown to be one of the leading tool manufacturing institutions in their line in the country, and a large measure of credit is due to President Frank Lohoff, who has devoted himself to the business without interruption from the start and under whose direction the line has been developed and the modern plant built up.

Today the Evansville Tool Works makes a complete line of hammers, hatchets, sledges, tongs and anvil tools, besides bush hooks and butchers' cleavers. The institution is one of four manufacturers in the country making a complete line of hatchets and is supplying some of the best trade in this particular line. The institution is progressive in every way and is adding to the line from time to time, specializing particularly on carpenters' tools.

As recently announced in these pages, the newest addition to the assets of the firm is the admission of Irving S. Kemp as vice-president. Mr. Kemp has taken a substantial interest in the business and commenced active service in September 1. As sales manager of the Vaughan & Bushnell Manufacturing Co. for the last ten years, and previously with the Buffalo Forge Co. and his brother, D. F. Kemp, as manufacturers' agent, he is one of the best posted and most widely known tool men in the United States.

Another cause for Thanksgiving—Return of the prodigal skirt hides the fatted calves.

NEW DIRECTORS FOR QUAKER CITY RUBBER COMPANY

For the purpose of expanding the business of the Quaker City Rubber Company, the directors elected James M. Dixon and Norman E. Oliver as directors of the company. Mr. Oliver was also elected as one of the vice presidents.

Mr. Dixon is president of the Tobacco Products Company and director of several other large corporations in the United States. Mr. Oliver was late vice president of the B. F. Goodrich Company and has had long experience and a good record of achievements in the rubber business.

The Quaker City Rubber Company has been strengthened materially by their new connections and undoubtedly the new blood injected into the organization will have very beneficial results.

SAVED BY QUICK ACTION

The following is a favorite story of one of the salesmen of a St. Louis house in Texas territory:

"There was a fire in Hannibal one night and Old Man Hankinson got caught in the fourth story of the burning house. None of the ladders was long enough to reach him. Nobody could think of anything to do. Then all of a sudden, boys, an idea occurred to me. 'Fetch a rope!' I yelled. With great presence of mind I flung the end of it to the old man. 'Tie her around your waist!' I yelled. Old Man Hankinson did so, and I pulled him down."

A fellow advertised for a stenographer who did not paint, powder or bob her hair. He got one answer from a lady who said she was 60 years old and did not indulge in frivolous pastimes. She would have answered his purpose but she could not stenog.

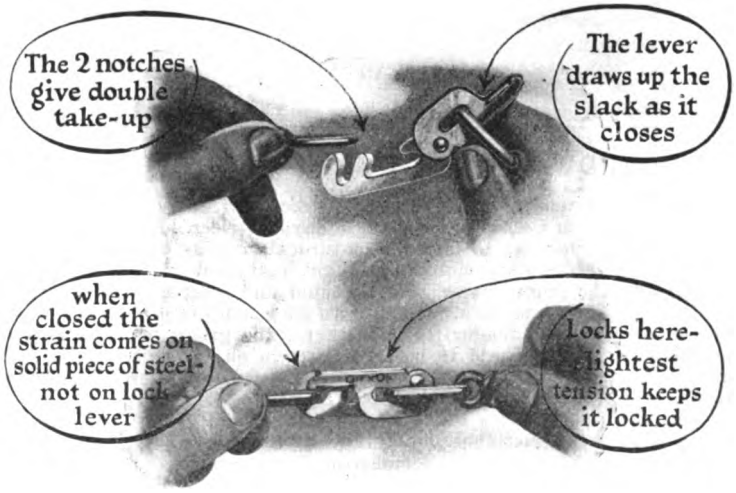
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OFF'N'ON CHAINS

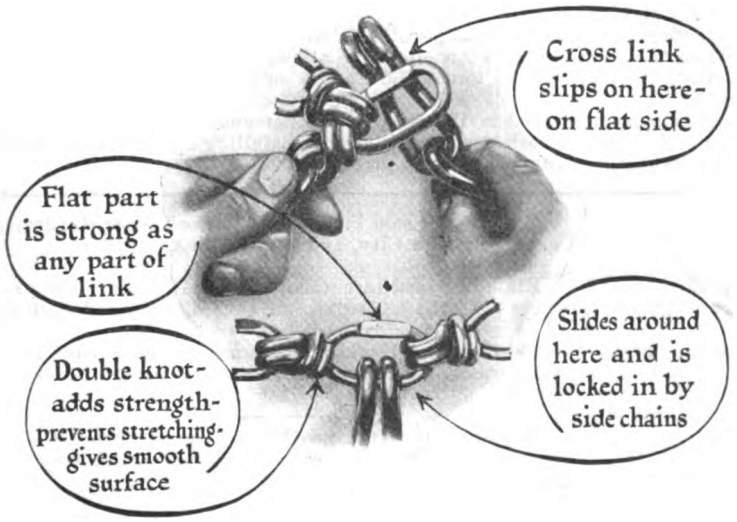
make it easy to be safe!

No lost chains with the positive locking device



This is the patented OFF'N'ON lock — simple and positive. The first or second link on the opposite end of the side chain is slipped into the notch — the clamp permitted to drop — and the chain ends are positively locked. A slight pressure of the thumb under the clamp end, immediately releases the lock. For less "take-up" than a link, the second notch in the lock can be used.

This OFF'N'ON lock is more than merely a fastener; it's a *tightener!* Its lever action not only assures a positive locking together of the ends of the chain—it quickly and easily *pulls them together and tightens the chain to the exact true fit* for the casing.



This patented slip-on link makes it easy to take off worn-out cross chains and put on new ones. A child can do it. OFF'N'ON Chains, with these special devices, cost no more.

These are some of the special patented features of OFF'N'ON Chains that make them rapid sellers. Order from your jobber today. Buy extra cross links, you can sell a set with each pair of chains.

Write for circular and price list giving the name of your jobber

PYRENE MANUFACTURING COMPANY

Makers of Pyrene Fire Extinguishers

520 Belmont Ave. - Newark, N. J.

BRANCHES:

CHICAGO 17 So. Jefferson St.	**KANSAS CITY** 1712 Grand Avenue
ATLANTA 24 Nassau Street	**SAN FRANCISCO** 977 Mission Street

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HARDWARE AND WARFARE INTEREST OUR CORRESPONDENT IN CHINA

Our good friend, Earl R. Morgan, Director of Sales for China and the Philippines of the American Hardware & Steel Products Co., alternates these days between his accustomed work as business correspondent, carrying a catalog and price list to more adventurous work as our war correspondent, carrying a catapult and casualty list. To prove that there are more ways than one to win a revolution, Earl Morgan shouldered his camera, "hammered" his way to the front, "saw" all he could and started snap shooting. Here are a few of his best shots.

Being a hardware man, Mr. Morgan sought birds of his own feather when he took careful aim through the breech of his spool loader. For instance, the group of victorious soldiers of General Wu Pei Fu in the upper left hand corner are said to be all buyers in one of the Peking jobbing houses. If they don't smile more pleasantly than this when Mr. Morgan approaches with his order book, we can't believe that satisfactory purchases result.

On the upper right a scene on the battle field, when Mr. Morgan and his party inspected General Wu's guns three hours after action. The fellow in the foreground proves that the piece is self-cooling by holding his hand on the barrel. Mr. Morgan demonstrated his enterprise by supplying both armies with ammunition on a consignment basis.

Upper center shows the first train into Peking after General Chang Tso-lin's retreat. Mr. Morgan stands with the United States as a background, while the General is backed by the Chinese Republic. The railroad man in the center has his hands in his pockets and is independent of any flag. It is said that this train larried 150 carloads of washing machines for the hungry Chinese, but they are hidden behind the steam.

Lower left shows a Japanese destroyer arriving to protect Tientsin, China. An enterprising hardware merchant of Tokio is said to have a concession from the Japanese government which allows him to use the broadsides of the navy for his announcements. The message in this picture announces that a new line of aluminum rice boilers is offered at factory cost.

Lower right is General Wu Pei Fu's private car as it arrived in Tientsin, with a personal body guard of eight soldiers on each side. Mr. Morgan has won the General's everlasting gratitude by installing special finish hardware, electric heaters and an autographed set of aluminum utensils in this private car.

Torell & Sons have installed a stock of hardware at Wahoo, Neb.

Claude Flower has purchased the Herring Hardware store at Wadena, Iowa.

Homes & Young have engaged in the hardware business at Sherburn, N. D.

Wm. Tesch has been succeeded by the Fox River Hardware Co. at Appleton, Wis.

James Hand has purchased the hardware business of H. C. Hutchinson at Wessington, S. D.

A. P. Case has sold his hardware business at Winnetoon, Neb., to R. C. Clare and O. W. Jewell.

C. J. Lieber sold his interest in the Lieber Hardware Co. at Hartford City, Indiana, to R. A. Hayden.

Elkhorn Hardware Company at Elkhorn, Wis., recently suffered a fire loss of several thousand dollars.

The Fortman Heckler Hardware Company have been incorporated at Celina, Ohio, with a capital stock of $20,000.

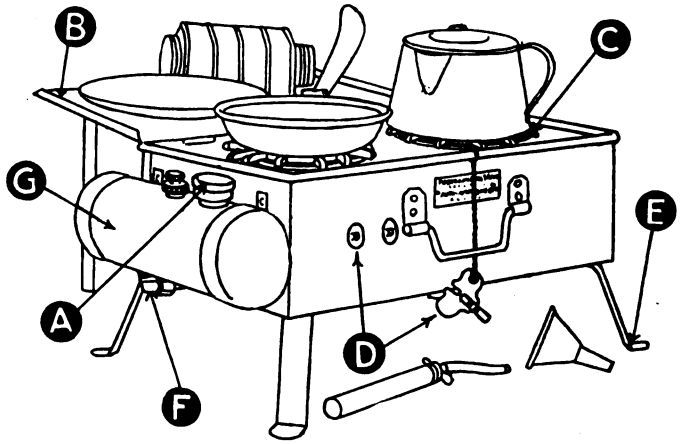
Benjamin F. Wolk has bought an interest with his brothers in the Minocqua Hardware Company at Minocqua, Wis.

The Morganfield Hardware & Grocery Co. has been incorporated at Morganfield, Kentucky, with a capital stock of $24,000.

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The KAMP-KOOK KIT

has many features found in no other stove



A—Patent pressure gauge enables you to control air pressure perfectly.

B—Warming plate keeps food warm and prevents dishes from becoming upset.

C—Large, well-made grates, exactly like those used on a gas range.

D—Flame regulators operated by a key, giving a cold handle at all times. Key attached by a chain to prevent loss. Master burner generates both burners at once.

E—Legs are quickly detachable and pack inside with all equipment.

F—Cinch fitting elbow connecting feed pipe to tank eliminates all possibility of leakage at this point.

G—Brass tank adds years of life to the stove.

There are many camp stoves, kits, etc., on the market, but only ONE Auto-Kamp-Kook-Kit. The stove that is universally in demand, so extensively advertised, and guaranteed to give lasting satisfaction; is attractively enameled a rich BROWN color and has a SOLID BRASS TANK.

If you haven't the sturdy little "brown and brass" stove in your camp equipment stock, write or wire us today

SEND FOR ILLUSTRATED CIRCULAR DESCRIBING COMPLETE LINE

PRENTISS-WABERS STOVE COMPANY

General Offices and Factory

18 Spring Street, Wisconsin Rapids, Wisconsin

REPRESENTATIVES

Chicago, Ill.
Mr. W. Al Treat.....190 N. State St.

Dallas, Texas
Mr. Geo. E. Vickers.....411 N. Mont Clair St.

Denver, Colo.
Sprake Sales Co. .....304 Charles Bldg.

Los Angeles, Cal.
Mr. Harry M. Waterman.....1311 S. Figueroa St.

Portland, Ore.
Mr. F. H. Chown.....1121 Gasco Bldg.

New York, N. Y.
Mr. Chas. G. Johnston.....98 Park Place

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H. M. KRUSE WITH CLIFTON

H. M. Kruse, who has been identified actively with the Baldwin-Kruse Manufacturers' Sales Co. for some years at El Paso, Texas, has severed his connection with the company that bears his name and in the future he will be with the Clifton Manufacturing Co. at Waco, Texas.

Previous to his entry into the field at El Paso as a manufacturers' agent, representing some of the leading national hardware manufacturers in the Southwest, Mr. Kruse was with the Simmons Hardware Co. for ten years.

The Clifton Manufacturing Co. has developed to be one of the largest factors in the manufacture and sale of automobile top materials, seat covers, wall tents, wagon covers, cotton pickers' sacks and other miscellaneous items in this line. Located as they are in the center of the cotton district, they are favorably situated to manufacture economically a complete line of cotton fabric goods.

A. Holtz has purchased the Premer Hardware store at Haigler, Neb.

John Weigzer has opened a new hardware store at 6404 National avenue, West Allis, Wis.

Vanderwilt Bros. of Knoxville, Iowa, has been succeeded by Vanderwilt and Yarnell.

Enoch Rockstad has opened a new store on Bayfield street and First avenue in Washburn, Wis.

Owensville Hardware Co. has been incorporated with a capital stock of $10,000 at Owensville, Ind.

UNIVERSAL VERDICT

Editor HARDWARE WORLD:

We recently came across a copy of your publication, and we are so pleased with it that we don't want to miss a single copy. Please enter our subscription and let us know the subscription price, and check for our subscription will go forward just as soon as I can hear from you.

Thanking you in advance for your kindness,

Pennsylvania. R. A. HEYWOOD, Manager.



PASSING OF WESTERN TRADE PIONEER

The quiet passing of Edward A. Wheeler in his eighty-eighth year revives memories of the early pioneer days in the hardware business in the West for his former associates, while the new generation may well feel a thrill at the living memory of one of the builders in the youthful years of the trade.

Although Mr. Wheeler retired over 30 years ago to pass his later years quietly with his sons and daughters, he will be vividly remembered by the older men as general manager and partner in the old jobbing firm of Hawley Brothers for twenty years or more.

Mr. Wheeler was a native of Connecticut and as a young man followed the sea, in the footsteps of his father, who was an Atlantic sea captain. At the time of the discovery of gold in California he sailed to the west coast and was for some time engaged in trade with the islands, serving as first mate. It is told of him how he once held off a drunken, riotous crew with a pistol in each hand while his captain escaped from their wrath.

In 1869 he settled on shore and joined the old firm of Hooker & Co. at Sacramento in the hardware and vehicle business. Soon moving to San Francisco, he was with Richard Patrick & Co. for a while before entering the employ of Marcus C. Hawley & Co., the heads of this concern being New Englanders also. The firm was later incorporated as Hawley Brothers, and it was at this time that Mr. Wheeler became a partner and general manager.

He continued to express his love of the sea as a yachtsman and was one of the founders of the San Francisco Yacht Club and a great friend and associate of B. F. Dunham of the firm of Dunham, Carrigan & Hayden. He was a member of the Vigilance Committee in the early days and captained the employes of his firm during the Kearney riots in the late '70s.

Surviving Mr. Wheeler are his two sons, George T. Wheeler, who entered Hawley Bros. before his father's retirement and is at present manager of the John Deere Plow Co. branch, and Albert E. Wheeler, manager of the hardware department of the McCormick-Saeltzer Co., and his two daughters, Mrs. O. D. Woods and Mrs. Goodrich, both of Cupertino.

C. L. Harrison recently opened a hardware store at New England, N. D.

W. B. Williston has sold his business at Northwood, Iowa, to the Jacobson Hardware Co.

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Four New American Kampkooks for 1923



THE NEW KAMPKOOK NO. 4



KAMPKOOK NO. 14

Has three burners, steel top with iron grates, folding wind shield, detachable pressed steel legs which bring the top of stove to a convenient working height of 27 inches. Two quart tank holds four hours' fuel supply. Tank and legs pack inside case. Folds to 4½ x 10½ x 26 inches. Weighs 19 pounds.

Four new American Kampkooks in addition to our well known No. 3, of which more are in use than all other camp stoves combined.

Four new Kampkooks with all the popular and exclusive Kampkook features; Kampkook compactness and convenience; Kampkook dependability and safety, together with many new conveniences.

One big nationally advertised, popular priced, fully guaranteed line, meeting every requirement of every customer for every occasion.

Kampkook No. 4, shown above is unquestionably the finest camp stove money can buy. Has 10½ x 19¼ inch steel top with seven inch iron grates; detachable pressed steel legs, folding wind shield protecting flame on three sides. Hinged cover is used as a warming shelf. Two quart tank holds six hours' fuel supply. Beautiful black baked enamel finish. Tank and legs pack inside case. Size folded 4½x10½x19¼ inches; weight, 14 lbs.

This, Mr. Dealer, is the safe line to tie to. American Kampkooks backed by Kampkook advertising will send customers into your store, put profits in your pocket. Jobbers will soon be ready to supply these new Kampkooks in addition to the older models. Write today for detailed information about the complete line. See these new American Kampkooks at the National Sport and Outdoor Show, Chicago, November 13 to 18.

American Gas Machine Co., Inc.

Albert Lea, Minn. - - New York, N. Y.

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HARDWARE DISPLAY OF WELDED FLOWERS

We are all indebted to Fred W. Heckendorf of the Dillon Hardware Co., Denver, since it is he who has introduced to the outside world one of the most skilled and artistic artificers in metal who has ever come to our attention. We might perhaps better refer to him as a marvelous naturalist, which he is also, for he has made a lovely garden blossom in a little smithy, and he has proved that a blacksmith can do work just as fine as a jeweler, a sculptor or a goldsmith.

Rose bushes and mountain blue bells nod a greeting to visitors at Henry W. Oldag's shop at Golden. Water lilies spread forth on the floor as on the surface of a placid pool and over against the wall fuchsias bud and bloom.

All these flowers and plants, as well as ornate fire-irons, spurs, baskets and other articles of fine, delicate workmanship have been wrought entirely of iron and are as hard and firm as though petrified. One rose bush stands two and a half feet high. Each flower on the bush has twenty-six petals, and each petal is welded to the heart of the flower. On this one bush there are over 4000 welds. When it is remembered that his work is all hand forged and hammer-done, with no brazing and not a connection that is not welded, and that any blacksmith will demand at least $1.00 for every weld he makes, some idea of the magnitude of this work will be gained.

In making the bush, Mr. Oldag had to begin work at the top and put the first few buds and leaves in place. As his bush grew downwards the task became more difficult, for it had to be carefully guarded from heat and contact with tools while the lower stalks were attached.

It took him twenty years to make the first rose, he says, for in all of his other efforts the blossom when finished would be the size of a cabbage head and as much unlike a rose in appearance. After he had discovered the secret the women of Columbia, Nebraska, where he then lived, would desert their household tasks to sit in his shop and watch him turn the roses.

Takes Pride in Work

Mr. Oldag, who is seventy-four years old, is a man of slight build and one that we would hardly pick as a blacksmith. His father before him was a blacksmith and upon the latter's death his mother begged him to follow in his father's footsteps.

In the artistic iron work that he has done there seems to be a yearning for something more creative, more expressive than most blacksmiths can find in their work. Behind his shop in Golden he has his modest little home, the two being separated by a pretty little garden which he carefully tends before taking up his other tasks each day.

Mr. Oldag's works of art, for such they are, have been placed on display recently by the Dillon Hardware Company. When Fred W. Heckendorf, president and general manager, loaded the collection into his car he told Mr. Oldag that everything would be all right and good care taken of the pieces; Oldag, with his black corn cob flopped sidewise in his mouth and his hands thrust carelessly in his pockets, said, "Well, you know what you are taking from me. They are my heart and soul."

NICKNAMES FOR STATES

A question often asked in vain is: "What are the nicknames of the States?" Following is a complete list:

Ala.—"Cotton," "Lizard."
Ariz.—"Sunset," "Apache."
Ark.—"Bear," "Bowie."
Cal.—"Golden," "El Dorado."
Col.—"Centennial," "Silver."
Conn.—"Nutmeg," "Freestone."
Del.—"Diamond," "Blue Hen."
Fla.—"Peninsula," "Everglade."
Ga.—"Cracker," "Buzzard."
Idaho—"Gem."
Ill.—"Sucker," "Prairie."
Ind.—"Hoosier."
Iowa—"Hawkeye."
Kan.—"Sunflower," "Jayhawk."
Ky.—"Blue Grass," "Corn-Cracker."
La.—"Pelican," "Creole."
Me.—"Pine Tree," "Old Dirigo."
Md.—"Old Line," "Cockade."
Mass.—"Bay," "Old Colony."
Mich.—"Wolverine," "Auto."
Minn.—"Gopher," "North Star."
Miss.—"Bayou," "Eagle."
Mo.—"Ozark," "Iron Mountain."
Mont.—"Stub Toe," "Bonanza."
Neb.—"Antelope," "Black Water."
Nev.—"Silver," "Sage Brush."
N. H.—"Granite."
N. J.—"Jersey Blue," "Garden," "New Spain."
N. M.—"Sunshine," "Spanish."
N. Y.—"Empire, "Excelsior."
N. C.—"Old North," "Turpentine,", "Tar Heel."
N. D.—"Flickertail," "Sioux."
Ohio—"Buckeye."
Okla.—"Boomer."
Ore.—"Beaver," "Web-Foot."
Pa.—"Keystone," "Steel," "Coal."
R. I.—"Little Rhody," "Plantation."
S. C.—"Palmetto."
S. D.—"Sunshine," "Swiagecat."
Tenn.—"Big Bend." "Volunteer," "Hog-and-Hominy."
Tex.—"Lone Star," "Beef."
Utah—"Desert," "Mormon."
Vt.—"Green Mountain."
Va.—"Old Dominion," "Mother."
Wash.—"Evergreen," "Chinook."
W. Va.—"Panhandle."
Wis.—"Badger," "Copper."
Wyo.—"Equality." (Suffrage Pioneer.)

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GOLD MEDAL GOLD MEDAL GOLD MEDAL GOLD MEDAL GOLD MEDAL



The Indoor Season Is In Full Swing

Practical-visioned dealers who can see the all-year merchandising possibilities of folding furniture are making a profitable turnover of Gold Medal Folding Cots, Chairs, and Tables **now** — during the indoor season. Card parties, social functions, unexpected guests, etc., create a necessity for emergency household equipment that is easily developed into demand for Gold Medal Folding Furniture. And winter amateur entertainments, conventions, etc., offer excellent opportunities for the sale of Gold Medal Folding Chairs in **quantity.**

The indoor season for folding furniture is coming into full swing. Make the most of it in your locality. Make a profit on the Gold Medal Line the year 'round.

GOLD MEDAL CAMP FURNITURE MANUFACTURING CO.
Racine, - Wisconsin.

"GOLD MEDAL" FOLDING FURNITURE

TRADE MARK REG. U.S. PAT. OFF.

GOLD MEDAL GOLD MEDAL GOLD MEDAL GOLD MEDAL GOLD MEDAL

DELAWARE HARD FIBRE

Rapidly Replacing Iron, Steel, Brass, Copper, Wood, Porcelain, Rubber, Leather, Etc

Made in Sheets, Rods, Tubes and Special Shapes. It should be used for Gears, Washers, Gaskets, Wheels, Pulleys, Bushings, etc., on account of its Durability and Dialectric Strength.

Further information and samples gladly furnished upon request.

DELAWARE HARD FIBRE COMPANY

WILMINGTON, DELAWARE

San Francisco, 216 Pine Street
Toledo, Ohio, 415 Ohio Building
Dayton, Ohio, Dayton Savings & Trust Building
Chicago, 564 West Monroe Street
Pittsburg, Pa., First National Bank Building
New York, N. Y., 50 Church Street



Mr. Hardware Jobber!

You can increase your earnings by handling the right line of Sole Leather

TAPS, STRIPS, SQUARES and BLOCKS

Write for Latest Market Quotations

G. A. SHOEMAKER, 693 Mission St., San Francisco, Cal.



MARBLE'S Outing Equipment

FOR CHRISTMAS

Order these ready sellers now, thru your jobber, or direct, if he can't supply you — liberal discounts.

WOODCRAFT KNIFE — All purpose knife, 4½ in. blade. No. 49, leather handle $2.25. No. 50 Staghorn handle $3.00. Fine leather sheath included—add 10% war tax.

SAFETY POCKET AXE—With nail claw—guard folds into handle. 2⅝ x 4 in. blade. 11 in. steel handle, $3.50.

MARBLE ARMS & MFG. CO.
5380 Delta Av., Gladstone, Mich.



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F. A. FARRAR LEAVES GLIDDEN COMPANY

Frederick Farrar, who for several years has been advertising director of the Glidden Company, and previously was advertising manager for Adams & Elting Co. and the Heath & Milligan Mfg. Co. of Chicago, has resigned his position to go into business for himself.

Mr. Farrar is well known in the paint trade and has done a great deal of pioneer work in the way of paint and varnish advertising. He came with the Adams & Elting Co. 17 years ago and was their advertising manager up to 1919, when he was made regional advertising director of the Chicago division, which includes Heath & Milligan, Nubian and the Twin City Varnish Company. Two years ago he was promoted to the position of advertising director of the Glidden Company, a position which he has held ever since.

Mr. Farrar has been very active in many lines and is well known as a writer and an artist of ability, through years of practical experience, and is particularly well equipped for his new venture.

Mr. Farrar is to do work for a number of paint concerns specializing in advertising and he is also taking on important editorial work. He will continue to make his home and headquarters in Chicago.

JUST A REMINDER

An Atlanta hardware dealer tells us this: A Southern revival meeting was in progress. The parson was in an ecstatic state of reform. "Brudders and sistahs, I wants to warn you against de heinous crime ob shooting craps and fuddermo' I wants to warn you 'bout de heinous crime ob stealing watamelons." At this juncture, a darky in the back of the tent rose up, snapped his fingers, and sat down again. "Wharfo', brudder, does yo' rise up and snap yo' fingahs at my abjurations." "You jes' reminds me, pahson, whar all I lef' ma jackknife," was the penitent response.

MR. SALESMAN — TRAVELING, RETAIL, OR HOUSE

Have you ever landed an exceptionally hard order after doing some real thinking and planning to get it? Have you looked back and analyzed the getting of that sale—how you got it, why you got it and why you didn't get it until you finally made up your mind to land the order or call yourself a quitter?

Can you put that story on paper so that another can gain something in the science of salesmanship from your experience?

It doesn't need to be written in flowery, bookish English, for strictly between friends we're not so particular. But if it contains punch — pip or pep — something of real value that gets over — that's what we want.

If your conscience won't permit you to use all of the hotelman's stationery, you need just give us the facts and we'll tell our word juggler to sit down to his little Oliver and compose a tune that will harmonize most beautifully with the policy of this publication.

Say! If you run across any humorous situations that will make good reading for leisure moments send them in, too. Thanks!

Cigars! Did you say? Sure. What's your favorite?

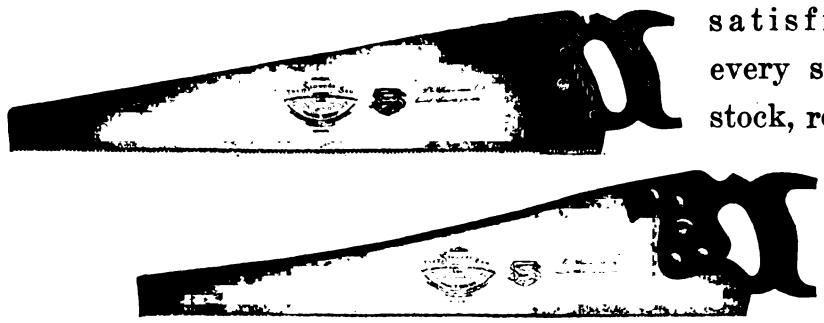
The Suburban Hardware Company has been incorporated at Cleveland, Ohio, with a capital of $25,000 the incorporators being John Nohstall, Frank Eichenlaub and water S. Siemering.

SIMONDS

Blue Ribbon Line

HAND SAWS

HERE is as good Quality and as Fine a Selling proposition as has ever been offered Dealers. Hand Saws that are Distinctive — that mean satisfied customers for every sale. They are in stock, ready to ship today in all Standard lengths and points Cross-Cut or Rip.



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A KEG OF NAILS IN SUSPENSE

A recent window display of the Palace Hardware o. attracted attention without departing from the pur-ose of any other window display—to sell hardware. o often moving gim-cracks or bathing girls or over-rown pumpkins or world news pictorially are used to ttract attention to the window, but away from the ardware. Here the feature is made up entirely of oods from stock, as it should be.

A good big keg of heavy nails is suspended by a chain to a spring balance, so as to register the weight. The keg is opened at the front to show the nails. Above, this weight is hung by a single bolt secured in a block of glass by a rawlplug. The glass itself hangs from a wooden frame by chains, which are also secured above and below by rawlplugs. The window was put in by E. G. Hoy.

Charles A. Dowd of the Dowd Sales Co., representatives of the manufacturers, believes this is the first window in the United States which has taken advantage of the display possibilities of this device. Other Western merchants are now planning similar displays with his co-operation.

REDUCTION ON OFF'N'ON TIRE CHAINS

The Pyrene Manufacturing Company announce a reduction in price on their Off'n'on tire chains, which makes this chain one of the best values to be had in the market. These chains are thoroughly practical in every way and the sales are rapidly increasing in all sections of the country.

W. A. Bischel has disposed of his hardware business at Aurelia, Iowa, to Edgar Rapp.

The Johnson Moore Hardware Co. recently incorporated in Vincennes, Ind., with a stock of $50,000.

Crystal Lake Lumber & Coal Co. has been incorporated and will deal in lumber, hardware, paint, building materials, etc., at Crystal Lake, Ill., and has been incorporated with a capital stock of $50,000.

Gacitty Lee Company of McGregor, Texas, have changed their name to the Lee Hardware Company and have increased their capital stock from $20,000 to $50,000. They are located at McGregor, Texas.



MEDIUM PRICE SAWS

THESE are Manufacturers' own brand saws, which retail at prices that immediately appeal to those who desire a general purpose saw — such as farmers, manual training students and the worker around the home. They are made of selected steel, full taper ground blades and polished beech handles.

We have them in stock ready for immediate delivery.

Dealers should get our selling proposition.

SIMONDS MANUFACTURING COMPANY

Portland, Ore. Seattle, Wash. *"The Saw Makers"* San Francisco, Cal. Vancouver, B. C.

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"H. W. SMITH — THE FLORENCE NUT"

H. W. Smith, specialty salesman with Holbrook, Merrill & Stetson on the line of the Central Oil and Gas Stove Co., is known to his friends as "the Florence Nut" because of his enthusiasm and activity for Florence oil cook stoves, ovens, water heaters, etc. Mr. Smith calls on the Northern section of the territory, while in the Southwest George Finney performs a similar service for the same line and house.

Holbrook, Merrill & Stetson; Strevell-Paterson Hardware Co. and M. Seller & Co. are exclusive distributors of the Florence products in their respective territories of the West, under Osgood & Howell, factory sales representatives.

Mr. Smith himself is a tried and true stove man, of whom no less an authority than Harry F. Hall declares that "he can talk louder and faster on the subject (of Florence stoves and heaters) than the man who invented them."

As a boy 16 years old Mr. Smith pitched into salesmanship as a clerk in a grocery store. Ten years later he started to travel as a crockery salesman for Prael Hegele & Co. After 14 years in Washington he became associated with the Great Western Stove Co. This was his entry into the stove business, and he also made the acquaintance of oil cook stoves at the same time. After five years in this work he tried another line during the war, just to convince himself that stove merchandising was his calling. So it came about that he took up his present work two years ago.

LUFKIN TRY AND MITRE SQUARES WITH LEVEL

The "Universal" try and mitre square for woodworkers, which was recently brought out by The Lufkin Rule Co., Saginaw, Michigan, is now offered with, as well as without, level glass, known respectively as No. 65L and No. 65.

This square is a popular style with graduated steel blade and moveable head. It is made in 9-inch and 12-inch lengths.

Including the level, which will serve also as a plumb, the No. 65L in many places makes the handling of two tools unnecessary.

P. A. Steinke, who has been conducting a general store and hardware business at Lincoln, has moved to Spokane, where he will open a new store with his brother, H. A. Steinke, as partner.

THE JAMES HEDDON'S COMPANY

The James Heddon's Company, Dowagiac, Michigan, makers of the well-known line of Heddon fishing tackle, have completed plans for the construction of a substantial addition to their office or administration building, which is to be 40 x 40. They have also recently built an addition to their main factory building, for the production of the new "Wilder-Dilg-Lure" and the other feather goods which they are preparing to put on the market.

This company has recently been installing new machinery for the production of split bamboo fly rods and salt water rods, in addition to the well-known line of Heddon bait casting rods.

In their new administration building the company has made a novel departure in the arrangement of a special office section for the handling of patent matters, which department will be equipped with a legal library and all filing conveniences. It will also contain complete records of all patent applications and their histories, pertaining to their line of manufacture.

The Heddon Company also announces a new artificial wooden bait for the 1923 season, which they anticipate will prove the most popular production they have ever placed on the market. In developing this new bait, this company claims to have brought out important new developments with respect to the coordinating of certain features governing the movements of fishing baits, as emphasized by the combination of the down-slanting front, which induces a radical wiggling movement, and the hinging of the body so as to produce a flexing or worm-like movement.

Hinged or flexing baits are, in themselves, not new to the art, but the Heddon Company now have patents pending on the combination of established principles as well as the introduction of newly invented features which serve to violently actuate the flexing body, resulting in a movement or action which proves so attractive to game fishes.

This company claims that this new bait marks a valuable and fundamental departure in the movement of artificial lures and they anticipate the enjoyment of a very extensive market for their distributors and themselves.

PERFECTION FREEZER

The Alaska Freezer Co. are manufacturers of the New Perfection E-Z ice cream freezer.

This is a simple, durable, practical, sanitary, ice cream freezer, making a smooth, hard cream in the shortest possible time.

It is economical in ice consumption, requiring only one-third of the ordinary type.

It has a separate cream container and opening, which prevents ice, salt or saltwater, from coming in contact with the cream.

The ice and salt are placed in a separate opening, the entire body of freezer revolves (like a churn), thereby allowing ice and salt to slide back and forth around cream container, in tub, insuring quickest freezing qualities.

There are no gears or cogs, to become clogged, or retard operation of freezer as cream hardens, it eliminates entirely the possibility of salt, ice, grease, or dirt contaminating cream.

It is finished in white enamel, with gold bronze stripe, combining not only neatness of design and superior finish, but it's construction warrants durability and easy operation.

DID HE WORK IN A HARDWARE STORE?

"Did you bring home that pane of glass for the kitchen windy, Pat?"

"Oi did not. Oi was after a twilve by fourteen, an' the only soize they had was fourteen by twilve."

"Ye fool, why didn't ye get it? Ye could have put it in sideways, couldn't ye?"

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FIFTY-FOUR DISSTON WORKERS SHARE HONORS AT PLANT'S SEMI-CENTENNIAL

FIFTY years ago, 1872, the 27th of September fell upon a Friday. This day had been planned for breaking ground for the Disston factory at Tacony.

Henry Disston, the founder of Henry Disston & Sons, Inc., who, needing room for expansion, had planned to build a new factory in Tacony, suddenly decided that Friday was no day to start such a venture. He immediately got in touch with Samuel Bevan, his chief engineer, and William Smith, who afterwards became his chief engineer. These three gentlemen made the trip to Tacony one day before schedule—on Thursday, the 26th of September, and started the first excavation on the present Disston site. No time was taken to lay a corner-stone.

So at the recent semi-centennial celebration of moving to the new plant, one of the events was to lay a corner-stone for this first building.

Assisting Jacob Disston, Sr. (the only surviving son of the founder of the works) in the laying of the corner-stone, was William Smith, who fifty years before had assisted Henry Disston in the original breaking of ground. Of equal and even more unusual interest, in seats around the corner-stone, were 54 employes who, as young men, were working for Disston upon the day the Tacony plant was started, half a century ago. Each one of these 54 men has to his credit fifty or more years of continuous service in the various departments. This is a record of which the firm is justly proud and one which probably cannot be duplicated by any other manufacturing firm in the United States.

In 1840 Henry Disston, single-handed, manufactured saws in a small cellar on Bread street, near second street, Philadelphia. In 1846 he leased factory space on Front street, where he could have access to steam. Three years later the boiler exploded, demolishing the plant. Immediately the erection of a factory was begun on a lot adjoining—four stories high, brick, 30x60 feet. This building formed the nucleus of the later commodious factory at this location.

In 1871, the business having outgrown the Front street quarters, the firm purchased a tract of six acres of land in Tacony, a suburb of Philadelphia. Next year plans were completed and ground broken for the first building on the Tacony site—the first of the present sixty-eight factory buildings now covering the sixty-five acres of the present Disston plant. Among the articles which were sealed in the corner-stone, which now marks this spot, are two of more than passing note, viz: models of the Disston No. 7 and D-8 hand saws.

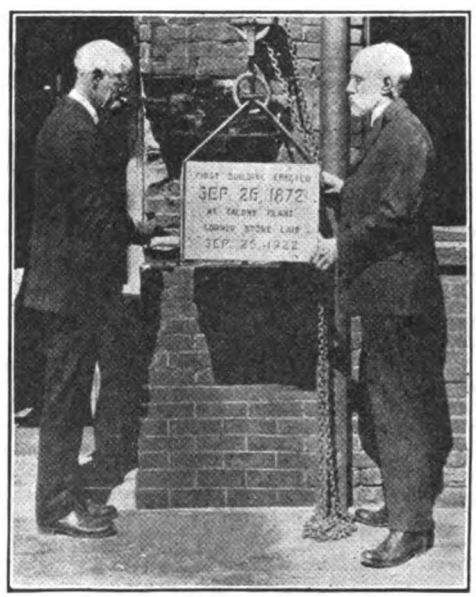
Many craftsmen in every section of the civilized world will experience a sense of personal interest to learn that the No. 7 model occupies a nook in the corner-stone. Millions of these original Henry Disston saws have been purchased. Many really have won the affection of their owners because of their excellent quality and years of association. Some of them occupy positions of honor in the tool chest; others have been handed down from generation to generation as heirlooms.

Even a greater number of craftsmen will be interested in learning that the D-8 model has been placed in the corner-stone, for the D-8 is, indeed, "the saw most carpenters use," and in addition, it has the distinction of being the original skew-back, designed personally by the founder of Disston Saw Works.

William D. Disston, grandson of the founder of the Disston Works, voiced the sentiment of the firm when in his address he turned to the remarkable assemblage of loyal, long-service workers and with real emotion said: "We are proud of the fact that we are in the presence of you fifty-year veterans who by your loyalty and efficient workmanship have had a great deal to do with the expansion of the plant. This corner-stone is not only dedicated to the ground-breaking incident on this site September 26, 1872, but also to the loyal co-operation of you men, and the veterans who have gone before you."

Of these fifty-four veterans, thirty-two are now actively employed in the Disston plant. The lengths of service range from 50 to 60 years. Two brothers, William and Isaac King, aggregate 108 years of service. George Arnold, a fifty-five-year veteran, has two brothers working in the plant. These three men and their six sons—all of whom are in the Disston Works—have to their credit an aggregate record of 264 years of Disston service. Three generations of "veteran" Emmetts work in the Disston plant, while the fourth generation of the Davenport family is now employed by the firm.

It is interesting to learn from records that the number of Disston veterans is showing a steady increase year by year. Ten years ago the list numbered twenty-one; today, fifty-four.



Placing the corner-stone to mark where ground was broken for the first building on the present Disston factory site. The Disston business was founded in 1840 and moved to the present location in 1872, just 50 years ago. Mr. Jacob Disston, son of the founder, on the left, and Mr. William Smith, who helped break ground for the factory 50 years ago, on the right.

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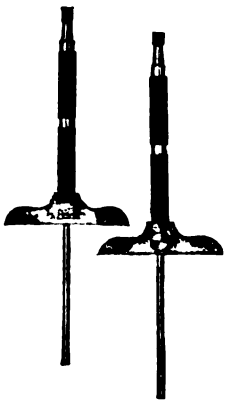
GAUSE REPRESENTS PARKER LINE

The Parker Supply Co., Inc., of New York, announces that they have appointed the C. W. Gause Co. as their sales agents on their line of hardware specialties for the Western territory.

Among the new Parker products is a line of hardened screws which can be used to cut their own threads in metals. These are of three general kinds: self-tapping screws which eliminate tapping in joining together two metal sheets; sheet-metal screws which replace the use of stove bolts, tap bolts, rivets and other costly processes of joining and making fastenings to sheet metal; drive screws which cut their own threads and turn under the blow of a hammer instead of the turn of the screwdriver, as with other screws.

Other Parker products include sash chain, metal punches and the Shur Grip file handle, which cuts its own thread on the tang of the tool. The general offices of the Parker Supply Co., Inc., are located at 785 East 135th street, New York.

NEW STARRETT SPRING DEPTH GAGE



The L. S. Starrett Co., Athol, Mass., announces a new spring depth gage, No. 48, for quick measurement work.

This gage is said to be particularly useful for measuring the depth of small holes and similar work. The contact end of the rod is ground square instead of convex, making the gage easier to manipulate when measuring from a plane surface to a very narrow shoulder.

The capacity of the gage is 3 inches. Its base is 2½ inches long and 4/10 inch thick. The rod is ⅛ inch diameter.

Noteworthy features are the extra long base and the fact that the base and contact point are hardened and ground instead of being lapped.

As may be seen from the illustration, the new gage is very attractive in appearance.

PERFECTION COOLER COMPANY'S OUTING

In line with their custom, the Perfection Cooler Company, manufacturers of Hygienic Coolers, of Michigan City, Indiana, recently held their second annual field day exercises, which were attended by all their employees and traveling representatives from various sections of the country, and other friends of President Boggs.

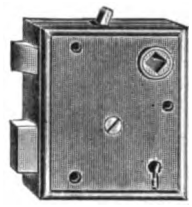
After a number of short talks a field day contest took place, including golf, baseball, horseshoe throwing and kindred events, prizes being awarded at the banquet, which was given in the main dining-room of the clubhouse.

Watson B. Miller of Washington, D. C., a former overseas veteran, presided as toastmaster.

A memento of the occasion—a miniature production of the Perfection Cooler—was distributed to all. Addresses were made by President Boggs and other officials of the company, and all voted the day a huge success and another means of cementing the Perfection family.

A. J. Stoehr & Son have bought the Hawkeye Hardware Company from Luther Kelley at Cedar Rapids. They will continue under the name of the Hawkeye Hardware Company. Messrs. Stoehr were formerly in the hardware business at Luana, Iowa.

NEW RUSSELL & ERWIN RIM KNOB LOCK



Russell & Erwin Mfg. Co., originator of the steel lock, both rim and mortise types, is placing on the market a new upright rim knob lock, No. 4800, and a new horizontal rim knob lock, No. 4201, both made entirely of steel except the latch bolt and the hub.

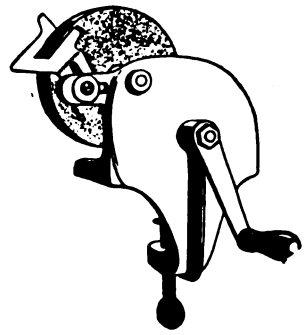
Although they are only inexpensive rim locks, the same care has been bestowed on their manufacture—in the perfect fitting of the lock case and the cap and of the bolts in the case—that is characteristic of all Russwin hardware.

Being made of steel, they are light in weight, yet have great strength and durability and are indestructible.

The finish is a glossy japan.

The machines which produce these locks are specially designed, high-speed, automatic presses operating with clock-like regularity and with absolute precision, insuring a uniformity of product not ordinarily obtained in locks of this grade.

NEW NO. 34 DOMESTIC GRINDER



The Luther Grinder Mfg. Co. of Milwaukee, Wisconsin, have recently announced a new 4-inch tool grinder for domestic use to the trade.

It has a one-piece case, patented scissor and knife sharpening attachment and is equipped with a 4 x ¾" Dimo-Grit tool wheel.

It is smooth and easy running, and will last for years.

It is enameled a rich Harding blue, baked by special process. Has an attractive red, gold and black label.

A very attractive, compact, general utility grinder made to retail at two dollars each.

For complete information, write Luther Grinder Mfg. Co., 285 South Water street, Milwaukee, Wis.

CAN HANDLE ANOTHER LINE OR TWO

The Graf Sales Co., established in the automotive and machinery supply trade of the West for the last five or six years, announce an extension of their organization to take on one or two straight hardware lines.

Louis Graf has been a leader among his fellows in the trade, both in establishing the products of the manufacturers whose goods he was representing as well as in spreading a spirit of friendliness and a disposition to work together for the general interest on the part of the different factors in the trade.

The Graf Sales Co., now includes the following personnel:

Louis Graf, Max I. Grag, S. Graf, L. G. Lehousse, R. Wollenweber, E. McLellan, A. J. Harthorn and W. Beebe. The Company can cite the strongest references from manufacturers they have represented, from buyers in the Western trade and from banks. Their headquarters are at 304-310 Williams Bldg., San Francisco, where they will be glad to confer with any manufacturer desiring representation in the western territory.

C. D. Murphy Hardware Company have recently suffered a fire loss amounting to $12,000 at Greenwood, Arkansas.

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The TRUTH about the State Housing Law

Drafted at direction of the Governor because of public demand for changes from existing laws.

Careful study made months before legislature convened, by experts, architects and engineers, public officials, health officers, fire chiefs, building inspectors, etc.

Passed unanimously by Senate and Assembly.

Encourages decently built homes.

Gives preference to detached homes and flats rather than tenements.

Provides moral and fire safeguards.

Does not impair requirements for health, safety, comfort and convenience of occupants.

Makes permissive use of properties practically outlawed by impractical unnecessary requirements.

Permits construction consistent with modern practice.

Encourages new buildings; makes more work for labor, reduces costs.

Will reduce rentals, lower taxes and insurance.

Safeguards life, reduces fire hazards, protects women and children.

Does not prohibit wooden shingle roofs approved by city officials.

Does not affect existing roofs at any time.

Investigation disproves misrepresentation of opponents.

The self-evident merits of this law command support of all public-spirited citizens.

Endorsed by

SAN FRANCISCO REAL ESTATE BOARD
LOS ANGELES REALTY BOARD
CALIFORNIA HOUSING AND BUILDING INSTITUTE
BUILDING OWNERS' ASSOCIATION
HOTELMEN'S ASSOCIATION
THE DAVID SCANNELL CLUB, Inc.
(which comprises 98% of all officers and members of the San Francisco Fire Department)
OPEN FORUM, COMMONWEALTH CLUB, SAN FRANCISCO
CALIFORNIA FIRE CHIEFS' COMMITTEE
AMERICAN INSTITUTE OF ARCHITECTS
(SAN FRANCISCO CHAPTER)
—AND NUMEROUS OTHER CIVIC BODIES AND CLUBS

Vote YES on # 5 State Ballot November Election

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DEMAND FOR NOVELTY KNIVES

While working at his trade as a cutler, Reuben Landis, in 1879, observed that some horn handles were transparent to a certain extent. The thought flashed upon him that by placing a person's name or other matter beneath the handle it could be adopted as a means of identification. He immediately made application for a patent covering this idea, which was granted in November of the same year. A few dozen knives of one pattern were made, nothing but the names of the individuals purchasing them being placed beneath the handles. These were readily sold, indicating the future possibilities of the venture.

It was suggested by a prospective customer that a picture be put on one side. This was done, and lodge emblems were added. A more transparent substance was secured for the handles and the evolution from the crude idea toward a perfect knife was begun.

As the business began to grow a partnership was formed with his brother, Harry Landis, under the name of Landis Bros. Their efforts were confined mostly to the immediate locality of Canton, Ohio. A few years later Reuben Landis died and Harry, his administrator, offered the patent and business for sale.

At that time Major A. Vignos was postmaster of Canton, and Alvin Hurford a mail carrier. Mr. Hurford learned of the Landis business and with Major Vignos purchased it in the early part of 1886. Thus the Novelty Cutlery Co. of today came into being. Mr. Hurford went on the road, establishing agents; Major Vignos superintended the manufacture and attended to the correspondence.

Before the end of the year, the force of workmen had doubled, and in the spring of 1887 a portion of the present factory was built, a building of 40x100, two floors with provision on the third floor for the photograph department, giving a floor space of 8100 square feet. In the printing department a small job press was installed to replace the two self-improvised hand machines used for printing presses up to this time.

Before the close of 1887 all the old hands who had experience in cutlery work and still lived in Canton were given employment and steadily the business increased. In 1892 the interest of Alvin Hurford was purchased by Major Vignos, who became the sole owner.

At the inception of the business the executives determined to make the best knife they knew how. Guided by this principle and with the experience of those in their employ, they built better than they realized. When the novelty of the handle no longer attracted, the demand continued, due to the quality of the knives.



MAJOR A. VIGNOS,

President Novelty Cutlery Co., beside what is said to be the largest perfect working model knife ever made. It weighs 5[illegible] pounds and measures 5 feet 1 inch with the blade open.

In 1897 a building for the photographic work was erected and thoroughly equipped for the requirements demanded from this department. A building 50x50 was erected, the first floor being divided, one half being occupied as offices and the other half as a shipping room. The decorating department, where the pictures are attached to the handles, was given a part of the second floor. In 1902 the prosperity which permeated the entire country, manifested itself in the business, and further additions were made, bringing the floor space up to nearly 30,000 square feet in factory, office and photograph buildings. The same year an electric lighting plant was installed, as many of the departments were running overtime.



PRESENT NOVELTY KNIFE FACTORY AT CANTON, OHIO

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Original Factory When the Company Was Founded

Just preceding the beginning of the World War the company made preparations to manufacture a general line of knives and razors and was in shape to do a general business with the hardware stores, but about the time their catalog was ready for distribution the call to war came. Skilled workmen were needed for service in government munition plants and machinery for the production of war materials. As soon as the armistice was signed they began planning to supply the trade with a full line of knives and razors with the kind of handles their customers had been educated up to buying.

The line of transparent handled knives are known as "Made to Order Knives," just as much so as a suit of clothes made to order by a merchant tailor. A customer for one of these knives makes his own selection as to kind of pictures to go under one side of the knife with his own printed name and address under the other side of the knife, in addition to which the customer specifies the kind of blades to be inserted in the handle. No two of them are exactly alike so far as the handles and blades are concerned.

The company is prepared to furnish to the hardware trade a high grade dependable line manufactured from American material by American workmen, having adhered to this standard in 36 years of making the transparent handled knives.

Sorting the Temper of Razors

In addition to furnishing razors in the different style handles and different width of blades, they supply three different degrees of temper in the razor blades. Any of the tempers makes a first class blade, but those wanting a soft, medium or hard blade can have their wants filled. In tempering razor blades they first must be made extremely hard, and the tempering process is drawing back or softening slightly this extreme hard brittle condition. The more you heat a hardened blade the softer it becomes or the more you draw the temper in it.

A blade marked H350 means that the temper has been drawn to a temperature of 350 degrees and is still extremely hard, but this drawing process has toughened it and made it useful for shaving purposes. M375 a medium temper and the blade has been drawn to 375 degrees. The S400 is a softer blade and the temper has been drawn to 400 degrees.

With this variation, merchants are in a position not only to meet the exacting requirements of individual customers but also to sell to barbers who have never been supplied with a razor which could be identified with any certainty, whether soft, medium or hard.

The Marble-Card Electric Co., also known as the Western Distributing Co., have opened an office as manufacturer sales representatives at 114 Sansome street, San Francisco. They are interested in any new lines of electrical or household appliances where manufacturers desire sales representatives.

George News Hardware & Implement Co. has traded his business for the farm of Gus Meschke at Hoisington, Kan.

CHANGE IN CRONK & CARRIER

A recent change has taken place in the Cronk & Carrier Manufacturing Co. organization.

Mr. Carrier, who was one of the founders of the business in 1883, has disposed of all of his holdings to Fayette Nims of Hornell, New York, who likewise becomes president.

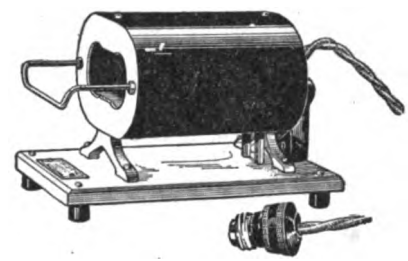
Mr. Nims has been interested in and salesman for a large wholesale hardware concern for some fifteen years and has a wide acquaintance with the hardware trade. He has not only taken over Mr. Carrier's stock, but the stock of all the Carrier family.

The other two officers of the company have been connected with it for many years, Mr. Elmer L. Cronk having had charge of the production since the retirement of his father, a number of years ago.

The name of the company will not be changed. Mr. W. J. Wetmore continues as secretary and treasurer.

They are manufacturers of a line of garden tools, pruning shears, pliers and other hardware specialties which are marketed through the wholesale hardware trade. Plans are being made for expanding and enlarging the business.

OP-AL ELECTRIC SOLDERING IRON FURNACES



The Op-Al Electric and Mfg. Co. of Indianapolis, Ind., have placed on the market a line of electric soldering iron furnaces made in three sizes. They are more reliable than the electric soldering iron — sell at a competitive price and are fully guaranteed. This is only one of a line of heating devices for the home, beauty parlor and the workshop which their catalog shows and which every dealer selling electric appliances should have.

EVEREDI FOLDING CAMP BED

The Everedi Folding Camp Bed has been announced as new in design and the most up-to-date camp bed on the market. When rolled up it measures 48 inches long by 6 inches in diameter and can be readily carried on the running board of a car.

The frame is of specially treated pipe and angle iron, giving it unusual strength and rigidity. Two heavy leather straps with buckles, placed at the head of the bed, permit the user to stretch the metal fabric to suit. It is free from all bolts and screws and there is no wooden frame to break or split.

The bed is the invention of J. H. Murphy, an employe of the Honeyman Hardware Co., and is being marketed by him. All communications should be addressed to the Everedi Bed Co., Box 3049, Portland, Ore. The bed retails for $18 and a large number were sold last year.

Del Ellsworth has purchased the hardware stock of I. B. Friesen at Chester, Neb., and has moved the stock to Fairbury, Neb.

Wm. C. McGowan has purchased the Monrovia Hardware Company of Monrovia, and has taken possession. The firm name, however, will remain the same.

The R. C. Milton Hardware Company has been incorporated in Chicago at 204 West Lake street, with a capital stock of $20,000 by Roland C. Milton, Felix Mondrowski and N. S. Milton.

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"PERFECT HANDLE" TRADE MARK SOLE PROPERTY OF H. D. SMITH & COMPANY

H. D. Smith & Company of Plantsville, Connecticut, well-known manufacturers of the "Perfect Handle" line of drop forged tools, recently had brought to their attention the fact that certain dealers are selling a line of inferior tools and screw drivers under the name of the "Perfect Handle," especially under the name of the "Perfect Handle" screw driver. They have served notice on such dealers that this is infringement of the trade mark and patent of the H. D. Smith & Company and that they would not tolerate the sale of any goods under this registered trade mark brand, except goods of their own manufacture.

A manufacturer who exercises the care they do in the making of their tools, is naturally jealous of the reputation and good service to dealers who are handling this line. They intend to protect the trade that has been established and will prosecute all infringers.

They will be glad to have any of our readers advise them of any similar instances of infringement of their trade mark.

FRED J. MEYERS CATALOG NO. 66

The Fred J. Meyers Manufacturing Co., Hamilton, Ohio, have recently issued an attractive catalog of almost 200 pages, showing their line of wire, iron and bronze work, nickel guards and railings.

This catalog includes their entire line of sifters and sieves, of every kind — sand, gravel and coal screens, steel casting brushes, dipping baskets, covers and nests, breeding cages, wire display racks, spark and fire guards, adjustable folding fences, fences, gates, table fittings, machinery guards, fire-proof elevator enclosures.. This is a catalog merchants would find valuable for reference.

They will doubtless be glad to send a copy to any of our readers upon request.

Dealers often have calls for a class of work made to order and in such cases all they have to do is send Fred J. Meyers Manufacturing Co. the measurements and they can ship direct to the dealer's customer, thus saving the expense of stocking these goods and at the same time allowing the dealers a good profit.

ATTRACTIVE BRASS GOODS CATALOG

Schlangen Bros. Company, manufacturers of brass goods, including hose fittings, lawn sprinklers, nozzles, couplings, clamps, valves, hose accessories, whose office and factory is located at 2435-2441 Irving Park boulevard, Chicago, have just issued a very attractive catalog of their complete line, many of the items being shown in the natural colors.

They claim for their line of quality goods the lowest prices consistent with quality and good service. This catalog is valuable for reference, and they will doubtless be glad to send it to any of our readers upon request.

"MONOGRAM CAP" SALES POLICY

The General Automotive Corporation, 625 West Jackson boulevard, Chicago, manufacturers of the well-known "Monogram" self locking radiator cap, has recently been admitted to membership in the Automotive Equipment Association.

Jirah D. Cole, recently field secretary of the association and previously division manager of the Pyrene Mfg. Company for many years, has been engaged by this corporation as supervisor of merchandising.

This will assist in the maintenance of a consistently clean policy of national distribution for "Monogram Cap" exclusively through efficient and reputable automotive equipment jobbers.



"HELPING THE HARDWARE DEALERS SELL"

is the title of a new booklet issued by the Smith & Hemenway Co. of 261 Broadway, New York. It is attractively gotten out in colors, emphasizing the need of a dealer making use of his sales windows, giving suggestions as to window displays, the value of keeping in close touch with prospective customers, and calling attention to a number of booklets advertising the Red Devil line of tools adapted for the farmer, mechanic and home owner.

Smith & Hemenway Co. also furnish an attractive easel display for counter use, and circulars and folders for enclosing in mail. They are advertising their line to mechanics and to the consumers generally, which naturally brings customers to the dealers' stores in their respective localities.

They will be glad to send a copy of this booklet as well as to furnish their literature and helps to our readers who are interested.

CANVAS PRODUCTS CO. SUCCEED TEXTILE PRODUCTS CO.

Announcement has been made by the Textile Products Company that they have sold the Canvas Products plant of that company to a new organization, the Canvas Products Company, who assume all right, title and interest in all orders, contracts, etc., pertaining to the canvas products plant. They are prepared to fill all orders for tents, wagon covers, paulins, bed sheets, cotton picker sacks, ore bags, grass catchers, awnings, curtains, cotton, enameled and waterproof duck, bunting and kindred products.

The officers and directors of the new company were the controlling stockholders of the Textile Products Company. Their address is 1236-1244 South Seventh street, St. Louis, Missouri.

BARTLETT'S NEW WESTERN AGENTS

The Bartlett Manufacturing Co., Detroit, announces that the General Equipment Co. will henceforth be their Western sales representatives, in the territory west of the Rocky mountains, selling snips, tree trimmers, pruners, etc., to the jobbing trade.

The General Equipment Co. was organized during the past year by Leland E. Green and F. A. Blaisdell, two hustling, energetic, hard-working young men who have both had wide experience in the hardware and machinery business and in sales work. Their business has grown rapidly, as has their popularity with the trade, and they should furnish the active, sincere representation that the Bartlett line deserves. Their headquarters are at 25 Minna street, San Francisco.

J. B. Foster & J. B. Kagy have purchased the hardware business of I. B. Wright at McCool, Neb.

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ELECTRIC UNITS COMPLETE WITH ADAPTOR



Edwin L. Wiegand Company, 422 First avenue, Pittsburgh, Penn., has placed on the market a line of electric range lids complete with adaptor to be used in connection with electric ranges or for converting gas, oil or coal ranges into electric units.

These adaptors contain their standard heavy duty "Chromalox" units, the resistor of which is imbedded in the cast iron top under hydraulic pressure and held rigidly in place by an insulating compound, which is also a good heat conductor.

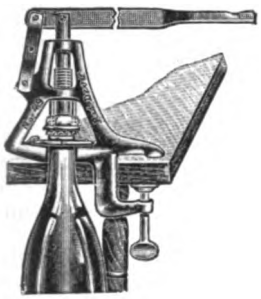
The adaptor is made of cast iron to withstand rough abuse with all terminals well insulated and completely covered to prevent trouble from grounds or short circuits.

Each unit is designed for three heats with wattages ranging from 660 to 2000 and several different sizes.

The adaptors are so designed that three legs can be attached by means of thumbscrews with a three heat switch substantially fastened to make a sturdy utility stove for home, office, hospital, industrial or other desired uses.

They will be glad to give further information to any of our readers upon request.

"RED DEVIL" BOTTLE CAPPER



The "Red Devil" tool people. the Smith & Hemenway Company, Inc., Irvington, New Jersey, have recently placed on the market a bottle capper embodying a number of excellent features. It will cap all bottles with a standard neck, whether large or small. All bottles are sealed absolutely air-tight.

The operation of the "Red Devil" bottle capper is very simple. The device is fastened to a table, any size bottle is inserted as illustrated, a crown cap is placed over the top of the bottle, and pressure is applied on the handle. The result is a perfect air-tight seal. It is impossible for the cap to fall out. It is said that there are no parts to get out of order or break. The device is finished in dull nickel and packed in an individual carton.

The "Red Devil" bottle capper should prove invaluable in the household, and to the housewife, for bottling catsup, root beer, fruit juices, home beverages or any liquid that requires an absolute, air-tight seal.

A USEFUL HAND VISE



The new Starrett Hand Vise, No. 200, recently placed on the market by the L. S. Starrett Co., Athol, Mass., is said to have a wide range of usefulness in the machine shop, garage and home. It is claimed to be particularly suitable for work around speed lathes, drill presses, etc.

An outstanding feature of this vise is the adjustable handle, which may be clamped at any point within a radius of 180 degrees. This opens up many uses of the vise where it would be difficult or impossible to use a vise with a straight handle.

The stationary jaw has three V grooves for clamping cylindrical pieces, such as wire. The rod and spring, shown in the illustration, prevents the adjustable jaw from flopping around when opening or closing the clamp.

The capacity of the vise is 1 inch. The depth from the end of the jaw to the first screw is 1⅛ inches. All steel parts are case hardened and the handle is hard wood stained and polished.

PASSING OF WELL-KNOWN TEXAS MERCHANT

Frank J. Knesek, a prominent business man of Moulton, Texas, passed away at his home recently, after a long illness. Mr. Knesek was a native of Texas, having been born in 1862, and was in every sense a self-made man, his parents having died when he was a mere youth. He learned the tinners' trade and later engaged in the hardware business at Fayetteville and Schulenburg, afterwards removing to Moulton.

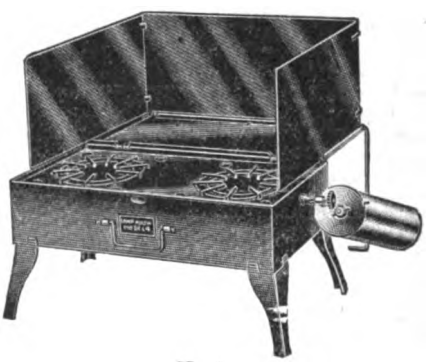
A number of years ago he admitted his son, E. J. Knesek, to partnership in the firm, the firm name being F. J. Knesek & Son. He is survived by his wife and three children.



No. 10

The American Gas Machine Company of Albert Lea, Minn., manufacturers of the well known American Kampkook and other Kampkooking appliances, have announced four new Kampkooks for 1923 in addition to their former models. Two of them, the No. 4 and No. 10, are shown herewith.

The outstanding new features of all of these new Kampkooks are the heavy steel tops with round iron grates, pressed steel detachable legs, and folding wind shield. They are all equipped with detachable tank, a great convenience in filling the stove, especially when filled from automobile supply tank.



No. 4

The cover on Kampkook No. 4 is permanently attached to case, fitted with strong supports so that it may be used as a warming shelf.

The No. 10, which is a three-burner stove, can also be had with long legs, which bring the top of the stove twenty-seven inches from the ground, a comfortable and convenient working height. All of these new Kampkooks are equipped with master burner, which, when generated, requiring about one minute, produces gas for the other burners, which may be turned on or off like the burners in a gas stove.

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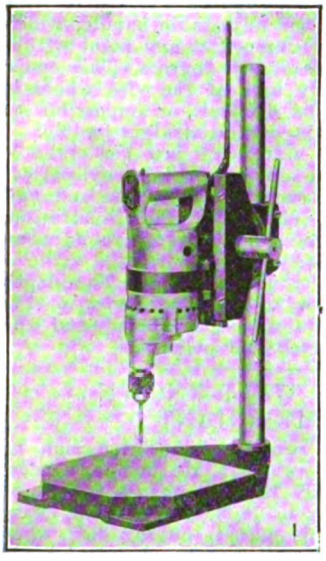
INSIDE AND OUTSIDE MICROMETERS

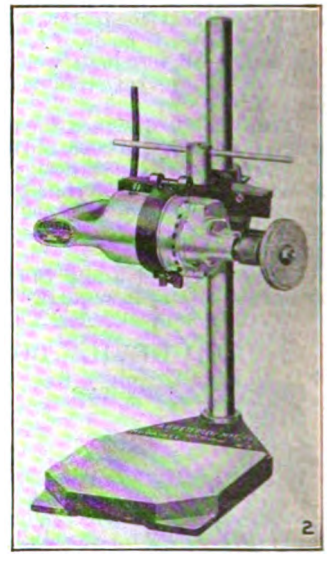
Those handling fine tools, particularly for the machinery and auto supply trade will appreciate the recent announcement by Goodell-Pratt Company of their No. 618 Inside Micrometer, to team with No. 622 Outside Micrometer in helping every mechanic work to the closest limits in such operations as fitting pistons to cylinders.

The inside micrometer makes all inside measurements by 1-1000 inch from 2 to 6 inches. Four measuring rods are furnished and also a hardened steel collar, which can be slipped over any rod between the shoulder and chuck. Each micrometer is furnished with a long handle for use in places that cannot be reached with the hand. Extra rods not in use are kept in this hollow handle for convenience, safety, and preservation. The list price of the instrument complete with handle, rods and collar is $12.00, and a leather case is $1.80 extra.

The outside micrometer is made to measure the same range with the same accuracy. It is fitted with three extra anvils to suit varying conditions. The accuracy of the entire tool is guaranteed, and its list price is $25.00, with a leather case for $3.20. For smaller outside measurements, Ratchet Micrometer Caliper No. 2R ranges from 0 to 1 inch by thousandths of an inch, and No. 20R ranges from 1 to 2 inches. The list on each of the latter is $13.50.

DEVELOPING ONE TOOL INTO A WHOLE MACHINE SHOP OF USEFULNESS





Starting with the idea that The Hole Shooter, an electric portable drill, could be adapted to many other uses in addition to the drilling of holes, the A. H. Petersen Manufacturing company of Milwaukee, has developed a number of unusual attachments which make this tool a whole machine shop of usefulness.

Practically all these inventions have been designed particularly to meet various requirements of the garage and service station, and industrial plants. With these attachments, there are many practical uses for an electric tool like the Hole Shooter, that it becomes more productive than a mere electric drill could ever be. Many garages have found it possible to do work, with the Hole Shooter and its combinations, which heretofore required separate units of equipment costing many times the price of the Hole Shooter combination.

Among these inventions is a Radial Portable Drill Press Stand, remarkable for its simplicity. Other inventions include a Battery Terminal Opener; End Bristle Wire Brushes of various grades and sizes which are mighty useful in removing carbon from cylinder heads, burnishing work, removing paint and varnish, etc.; a Commutator Saw-Wheel on a flexible shaft; Rotary Taper Files; special emery grinding wheels; special Buffers, which are used to excellent advantage in simonizing bodies as well as for ordinary buffing work, and many other attachments.

The Drill Press Stand is designed to hold the Hole Shooter portable electric drill rigidly at any angle vertically or horizontally. When adjusted for use in a perpendicular position, the combination serves as a portable drill press. With the Hole Shooter adjusted in a horizontal position, the combination serves as an Electric Grinder, Buffer or Polisher.

The spindle Speed of the Hole Shooter is high enough to make this thoroughly practical. Machines of larger capacity will not do work of this sort because of their necessarily slower spindle speed.

Garages and shops have been able to eliminate the purchase of two distinct and expensive units by adapting this Hole Shooter Combination to their work. The saving in most instances has been over 60 per cent in initial cost. Operating cost is also reduced, so this equipment is a profitable investment.

The complete Drill Press Stand weighs only 30 pounds. With the Hole Shooter included, the total weight is only 34 pounds.

The simplicity of its construction brings the cost low and eliminates possibilities of the outfit getting out of order. Sensitive and accurate control of the Drill Press Rack is obtained without resorting to expensive and cumbersome counterweights, chains or spiral springs which are embodied in other small Drill Press Stands.

The Battery Terminal Opener is a simple, effective lead cutting drill bit, developed after extensive experiments. It cuts a hole 13-16 inches in diameter. The shank of this drill is turned down to fit the ¼ inch Jacobs Chuck of the Hole Shooter.

The End Bristle Wire Brushes are particularly desirable in various classes of garage work. The stiffer brushes are practical for cleaning carbon from cylinder heads. They are made in two sizes suitable for getting into cylinders of large and small diameter. Other brushes are suited to removing rust and hard encrusted dirt from springs, wheels and under-castings of cars, burnishing metal parts before refinishing, removing paint and varnish, cleaning rough castings, polishing and sanding wood surfaces, etc.

The Hole Shooter itself, used with regular drill points is very valuable in garages, service stations, machine shops, maintenance departments, etc. Its drilling capacity is up to ¼ inch in metal and up to 5-16 inch in wood. The new Hole Shooter has a motor that cannot be stalled on any work within its rated capacity. Drilling oil holes, holes for fenders, snubbers, installing instruments on dash or cowl, making special wiring holes and many other uses are within the range of adaptability of this four-pound portable electric drill.

Full details, descriptions and prices can be secured by writing to the A. H. Petersen Manufacturing company, Milwaukee, Wisc.

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ANOTHER HYGRADE PLANT ADDITION

The new four-story 50x100 ft. addition to the plant of the Hygrade Lamp Company of Salem, Mass., completed recently, by a curious co-incidence connects the two main structures of the Hygrade plant and forms the bar of a perfectly shaped letter "H." The complete plant now contains over 105,000 square feet of connected floor space, and has a capacity of 30,000 lamps a day.

The most important departments to have quarters in the new building will be the engineering and quality departments, which will have every facility for carrying on their extremely important work. The top floor will be given over entirely to a cafeteria and assembly-room, where the various Hygrade activities can be held.

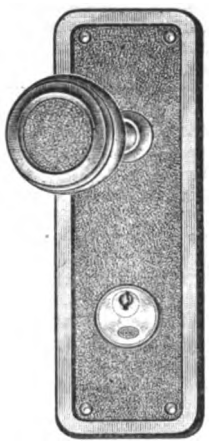
This modern and complete plant typifies the steady progress which the company has made since its foundation, twenty-one years ago, and this is the third substantial addition to be made since the first of the present building was erected in 1916.

The Hygrade Lamp Company is large enough to take full advantage of all the economies of quantity production, automatic machinery and modern industrial organization; while, on the other hand, it is small enough to give its owners direct, active supervision over all parts of the business. The owners are both its executives and its stockholders, so that every man who participates in the profits is actively at work in the plant.

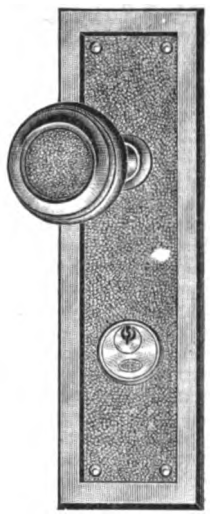
The Hygrade organization may be justly proud of the complete line of modern incandescent lamps, not only the B and C lamps in common use, but also mill type lamps, candelabra lamps, sign lamps, country home lighting lamps, daylight lamps, street railway lamps, train lighting lamps, street series, locomotive headlight, floodlighting and stereopticon lamps.

Jobbers and merchants throughout the West are thoroughly familiar with the Hygrade lines, due to the persistent efforts of the company's sales representatives: Omer Cox and his affiliated offices in all the important Western jobbing and distributing centers.

NEW CORBIN DESIGNS



Woodstock
Serial 783



Wentworth
Serial 782

P. & F. Corbin of New Britain announce two new designs of house finishing hardware—the Wentworth, serial 782 and the Woodstock, serial 783. They are made in cast brass and cast bronze, and both have heavy raised borders and depressed surfaces. In each design the assortment is complete, including knobs, escutcheons, door pulls, push plates, key plates, push buttons, letter drop plates, cylinder plates, drawer handles, sash lifts and cabinet escutcheons with lever handles. There are escutcheons of size suitable for both residences and business buildings. Any of the regular Corbin finishes are applied.

A BISSELL *Sweeper*

is more than a box, four wheels and a brush

WHAT A REAL piece of carefully created mechanism after all! 83 parts entailing 358 operations go into the making of a Bissell. And yet it is the essence of simplicity to use — automatic in adjustment, almost "foolproof" and goes on for years sturdily performing its daily duty, needing only the ordinary care of cleanliness and a drop of oil occasionally. It has taken many, many years of experience and study of bristles, carpets, adjustments and mechanical principles resulting in scores of patents, to make a sweeper that does the best work, does it easily, sweeps all kinds of carpets and lasts for years. Truly a Bissell is more than a box, four wheels and a brush.

BISSELL CARPET SWEEPER CO.

Oldest and Largest Sweeper Makers

Grand Rapids, Mich. — New York Office and Export Dept., 46 West Broadway

BISSELL'S

Trade Mark —Registered U. S. Patent Office

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"Great Oaks From Little Acorns Grow"

Romantic Development of a Great Industrial Institution From an Idea Conceived in a Little Illinois Creamery and First Worked Out by a Wayside Blacksmith

IN a recent number of "The Star Liner," excellent house organ of Hunt, Helm, Ferris & Co., Vice President H. L. Ferris has contributed a little history of the development of these great manufacturers of barn equipment that reads like the proverbial fairy story.

If there is any lesson to be drawn from the extracts from the story which we are pleased to be able to reproduce by permission, it is the fact that American industrial history has not been all written yet. There is as great a future today for an idea with virtue and vitality as there was in 1883 when Mr. Ferris, a dairyman, combined forces with Hunt & Helm, local hardware dealers, to provide standard barn conveniences for their neighbors.



WILLIAM HARRIS

For many years Mr. Harris has been a familiar friend of the dealers and barn builders in the Northwest, and he now has the advantage of the stock and branch office in Portland from which to operate. Mr. Harris thoroughly knows his line and his territory just as well. Although small as measured in feet and inches, he is big in his accomplishment and his enthusiasm and his compactness only enables him to "get in" where another man has to "bow and retire."



C. B. SWAN

The field representative attached to the Los Angeles office has been in his present territory for the last two years, though his years in the service of Hunt, Helm, Ferris & Co. number ten. He formerly covered the trade, particularly the barn builders, of Nebraska for the Star line. Mr. Swan has made things hum in southern California from the very start, and significant of the results he gets, Overland Coaster Wagons have been shipped into his territory by the carload.

Aside from the lesson and the inspiration, the romance of the story and its human interest to the trade as they sell items in the Star line will be ample justification for its wider circulation.

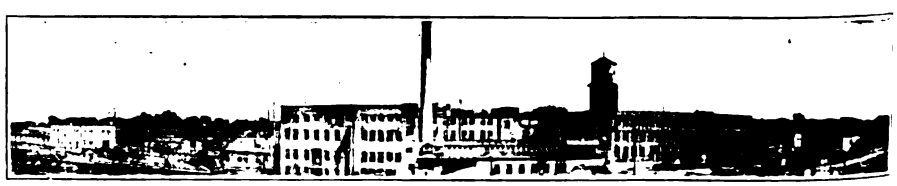
Mr. Ferris writes in retrospect as follows:

"I will never forget the first hay carrier that I ever put up. I made my patterns and had the castings made at a foundry. I put the carrier together in the creamery at odd times and walked and lugged that heavy cast iron carrier four miles and put it up in a barn where it is still in use. Four other carriers that I built were also installed and every one of them made good immediately without a single exception.

"At that time Hunt & Helm ran a hardware store in Harvard. They heard about these carriers which they seemed to think were an improvement over other carriers then in use. After some dickering, it was decided that I should give up the creamery, move over to Harvard and start making these things on which I held patents.

"It was hard to make a change because in the seven years I was at it, I built up quite a reputation as a butter-maker. There was some sentiment which held me back too because the creamery was right on the old farm where Dad located when he brought us little shavers from Tioga County, New York. But I moved to Harvard in 1833.

"The first year everything sold by Hunt, Helm & Ferris was made with Ferris' own hands in the back end of Bill Thompson's blacksmith shop. Things didn't sell quite as fast as we expected. People seemed to be a little skeptical and doubtful about the value of a



The present plant of the company covers 8 acres of floor space, is of modern construction and entirely electrically operated.

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H. L. FERRIS
Vice President, inventor of the line, and for 38 years in active, continuous connection with the business.

hay carrier in those days and you had to stop and actually show what a hay carrier would do before you could sell it.

"But enough were sold so that we got into better quarters next year. While I was at work in this building I brought out what I believe was the first two-way or reversible hay carrier on the market. In spite of this improved carrier, business continued to come slowly. So after a year we moved our tools over to the basement of Hunt & Helm's hardware store and I worked there.

"Then followed three mighty hard years. I don't know as I would want to go through such times again. Some of the time I had a man helping me, but most of the time I had no trouble in making everything that was sold. I drew $30 a month out of the business because that was all the business could afford, and lived in two rooms up over a store.

"At last after five years of what seemed almost a hopeless struggle, we put up our first real plant. This first plant was nothing to brag about. It was a two-story frame structure 24x60, covered with corrugated iron. It is the building on the extreme left of the accompanying picture which shows our plant as it was in 1895. In this building, we had the little seven horse power engine shown in the picture. This got its power from an old second-hand twelve horse power boiler. Then we had two drill presses, a forge and a lathe.

"Since that time we have brought our power plant capacity up to a total of seven hundred horse power, and our whole plant, now covering about eight acres of floor space, is of modern construction with electrically driven machinery.

"The secret of our success seems to lie in the fact that we have stuck to those things which really perform a service—that do some real good. For several years we haven't attempted to sell anything until it has first been tried out on one of our farms. We try out everything at our expense instead of taking a chance on something going wrong at the expense of the purchaser. We know before we ship a thing that it is going to benefit somebody when it gets to its destination. If it don't measure up to that requirement, we don't ship it.

"That reminds me that I retired about a year ago, or rather it was announced that I would retire and that my son would take over the work of the experimental department. How in the world can a man retire when he has devoted an active life to work in which he is interested and which he likes?

"I can only say that I don't know of anything I like better than my work. It provides both satisfaction and enjoyment. I don't know of any greater satisfaction than that which comes to a man when, after many a headache, he finally reaches the solution of some mechanical problem which is going to lighten the burden for a lot of hard working farmers.

"There is nobody in the world I would rather help than the farmers. I have been one of them all my life. I am one of them yet in sentiment. I am for them and with them—to the bone."

ECCLES & SMITH REORGANIZATION

Negotiations which have been quietly conducted for some little time have been completed, and the Eccles & Smith Co. announces a reorganization which associates with the firm some of the best known machinery men of the West, among these being Philip Rowe, R. W. Baxter and W. E. Ringwood, in addition to Chris Eccles and Frank T. Sweeney, whose long-continued identity with the firm has made them well known to the trade for many years.

The same policies which have developed the business since it was established in 1900 will be continued, and the standing and experience of the leaders and executives is its own guarantee of the spirit of the institution. Machinery buyers of the West may expect to find the stock, the service and the business methods of the past carried on in an even more progressive manner, with full lines of all classes of metal-working machinery, shop accessories and supplies and thoroughly representative stocks of railroad and railway supplies carried at both houses. The financial ability of the firm as at present constituted will allow for the purchase of goods in large quantities, the price differential benefiting the customers.

Mr. Rowe is perhaps best known as president and major owner of the Hallidie Machinery Co., with which institution he was identified for 20 years. Mr. Eccles was one of the founders of the company and has been the moving spirit in its progressive spirit in recent years. Mr. Baxter is a thorough railroad man and traffic expert, having started with the Union Pacific as messenger boy and climbing until in 1912 he took charge of the Alaska Steamship Co. and the properties of the Morgan-Guggenheim syndicate. Mr. Ringwood is an expert and widely-known machinery man, having been 16 years with Harron, Rickard & McCone Co. Mr. Sweeney has been prominently identified with Eccles & Smith Co. for 16 years.

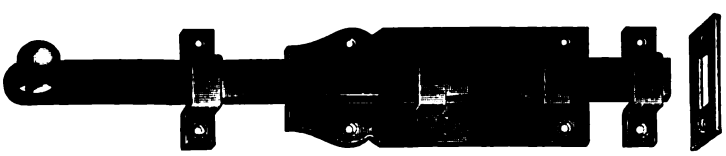
E. P. Lowry is the successor to Arens & Lowry Hardware Co. at Sac City, Iowa.

Crandall & Riordan of West Union, Iowa, have sold their hardware business and will retire.

A. H. Peterson recently succeeded E. Belfort Company at Big Pine, and reports a very satisfactory outlook.

C. C. Kelleher Hardware Co. have recently sold their business to Leuschen-Bauman Hardware Co. at Phillips, Wisconsin.

NEW SURFACE DOOR BOLT



P. & F. Corbin are adding to their line a surface door bolt made in wrought steel and wrought bronze, as shown in the illustration. The plate is 1¾ x 4⅝ inches and the bolt is made in 10, 12, 15, 18, 24 and 30 inch lengths. It is a sturdy, well made and attractive appearing bolt especially suited to garage doors. An angle and a flush strike is supplied with each bolt.

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BALLAD OF YE DRIVER FAMILY

(Respectfully dedicated to the Bridgeport Hardware Manufacturing Corporation.)

Willis Hobbs, President
Harry B. Curtis, Treasurer
Arthur I. Platt, Secretary

by Myra Bird Gause

"Once upon a time"——
Begin the fairy tales of old,
There lived a large family
Happily, we're told

In a great factory plant
Known throughout the nation
For its superior tools
Of world-wide reputation.

Bridgeport Hardware Corporation
Is the plant of which I tell,
And the family — **Screw Drivers,**
You know them well.

So — "once upon a time"
At the close of the day
When the factory was quiet,
The "bosses" away

A great commotion arose,
No one knew just how,
But in spite of all efforts
It ended in a row.

Heavy Machinist Ninety-Seven
Whose courage was **Matchless,**
Called the **Giant a Big Bully!**
Which was, indeed, tactless.

Shouted the **Giant,** "I **Challenge!**"
Said **Ninety-Seven,** "**Oh Kay!**"
So the **Trojan** fixed a bout.
He'd been a **Star,** they say.

And great excitement reigned;
'Twas in the very air!
The **Family** had taken "sides"—
Every one was there.

Suddenly **Rex's Motorcycle**
Dashed up at — **44!**
It's **100-Shock Proof Matchless,**
And looks like a **Thor.**

Trojan's Bull Dog followed
That was a **Little Wonder!**
His eyes shot fire,
His bark was like thunder.

Next the **Auto-Driver**
Brought little **Tom Thumb**
Carrying a **Reversible Double-Grip**
Vintage — **861.**

Followed Mr. **B. M. Co.,**
The **Acme** of **Reliance,**
And stood next the **Little Bully**
Who was hurling defiance.

Out stepped **Heavy Hercules,**
Held up his **Trusty** right —
He's done **Service** in the **Navy**
In 46 **Standard fights!** —

Brothers of the **Union**
Numbering **Four Thousand and One,**
Mechanics, Electricians and **Machinists,**
You're here to see some fun!

But alas and alack,
Who won — we'll never know! —
In the midst of the battle
Pandemonium let go!

Little Bunnie under the **Cabinet**
Got to teasing **Black Pup** —
Vulcan grabbed a **Pribar,**
His **Eagle**-feathers up!

The **Babies Matchless** and **Challenge**
Set up a deafening howl,
Trojan's Bull Dog broke loose
With a menacing growl!

Then such hurrying and scurrying
And scattering everywhere,
'Drivers large and 'drivers small
Vanished then and there!

And peace that passeth understanding
Settled o'er this stormy scene.
The moon shown on a plant
That was calm and serene.

So with — "**Once upon a time**"
As this tale was begun,
Then — "**They lived happy ever after**"—
Is the way it is done.

A NEW THOUGHT IN HARDWARE WINDOW DISPLAY CARDS

Carpenter tools are always a very interesting subject to talk about, inasmuch as everyone likes to make things with their own hands, either in a professional or an amateur way.

The Stanley Works is distributing, during the month of October, a series of six window cards—each card featuring a practical and appropriate use for Stanley tools when purchased in chests.

These cards are lithographed in eight colors, reproducing original oil paintings executed by an illustrator. Cards measure 13½ by 18½ inches and portray Stanley tools not only as a seasonable product but an all year 'round as well.

As you will see by illustration shown on page 20, they have six distinct ideas, each idea a selling talk for your salesman. The subjects are as follows:

Pals.
His Hobby.
Christmas Morning.
Doping It Out with Dad.
Furnishing the Home.
Gifts.

It would be well for dealers, who have not already requested a set of these cards, to so today, as the quantity is rather limited and it will require immediate attention in order to secure these very attractive cards.

REVISED PRICES READY

The Star Heel Plate Company, Louis Sacks, Inc., 357-391 Wilson Avenue, Newark, N. J., have just revised their prices on their complete line of well known lasts and stands, cobbler outfits, heel plates and shoe repairing tools.

A copy of their latest catalog and price list will be mailed at your request.

They are in a position to make prompt shipments.

Their traveling representatives, Mr. O. A. Gilmore and Mr. W. E. Strobel, are now covering their respective territories.

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RECOMMENDATIONS FOR RETAILERS

In convention assembled at Atlanta the Associated Retail Advertisers' Conference made the following recommendations pertaining to advertising and selling policies:

1. That merchants entertain a conception of their stores, not primarily and solely as money making businesses, but as semi-public institutions with distinct and increasingly definite duties—a recognition that service must go before profit—for good profit inevitably and only follows upon good and ecenomical service.

2. That merchants substitute modern, scientific analysis and methods of management for the old, wasteful, hit-and-miss, rule-of-thumb, good-enough-for-father, customer-of-the-trade point of view.

3. That selection, training, management and compensation of store employes should look to the happiness and development of the latent power of each and every individual.

4. That speed and economy in distribution be the goal of every merchant and that logical analysis of potential demand with the adoption of modern buying and selling methods to meet these trends follow as their natural corrollary.

5. That honesty in goods be put above price —that service and satisfaction be put first, and price second—that retailers devote their efforts to exploiting the goods rather than their cost.

6. That the reconstruction of advertising and sales policies be undertaken at once to build public confidence by the gradual elimination of comparative prices.

Truth builds good will—your greatest asset.

Integrity is the foundation of prosperity.

Truth builds — untruth destroys — be a builder.

Truthful advertising is the searchlight of business.

Truthful advertising is a public service.

Truthful advertising creates sales, stimulates production, provides employments—spells prosperity.

CLOTHES-LINE COUPLINGS

Watson & Co. of 47 West Forty-second street, New York, are manufacturers of a clothes-line coupling They claim it can be put on any clothes-line in a minute, and catches easy. It can be taken off very quickly and will hold any weight that can be put on the line. It saves trouble to family, and will last a long time and will give satisfaction.

They offer to send particulars to any merchant.

Le Roy Shupe has engaged in the hardware business at Milo, Iowa.

Hudson & Son have succeeded P. A. Hollenbeck's store at Exline, Iowa.

E. A. Jacobson has purchased the Williston hardware business at Northwood, Iowa.

The Grimes Lock & Hardware Co. recently incorporated at Cleveland with a capital stock of $15,000.

GREEK BROTHERS SHINE SHOES; SAVE $1,000,000; NOW BUILDING BIG HOTEL

Five brothers, who came to this country 15 years ago from Greece and settled in Uniontown, Pa., have made so much money shining shoes that they have recently given a contract for the erection of a $1,000,000 hotel. This story of industry and thrift is a rebuke to those who "whine that all the promising claims on the earth's surface were staked out before they came along." There is no more paralyzing fallacy than this. The chances abound for those with the will and the wit to seize them.

The tale of the five brothers is a recent instance of an old, old story, and a story especially characteristic of America, the land of opportunity for those who are not afraid to work.

The success of the Greek brothers can be duplicated by any young American who has the determination to make his way in the world. Shining shoes is not the only road to fortune. You have the same opportunity in your present job.

WHAT'S LIABLE TO HAPPEN

In connection with recent earthquakes in Mexico and California, a darkey preacher in Houston, Texas, has evolved an ingenious theory which, one must admit, fits very well under existing circumstances. He addressed his flock as follows:

"Breddern an' sisters, we have received annudder warnin' not to go pesticatin' into de ways ob Providence. De earf, breddern, revolutes on its axles, an' it takes a right sma't ob grease to keep it lubricated. So de good Lord put petroleum inside de earf to keep de axles greased.

"Den, bye an' bye, long come all dese hyah ile companies, punchin' holes in de ground clear down into the bearins' and quensecontly all de ile come squirtin' out. Fust thing we know dere's a hot box an' de earf squeaks an' rumbles an' grunts an' grunts an' dat's de earfquake. If dey don't quit it purty soon dere won't be no moah grease left and de earf will stick tight on its axles an' won't go 'round no moah."

Whatever Your Question



Be it the pronunciation of **Bolsheviki** or **soviet**, the spelling of a puzzling word—the meaning of **blighty**, **fourth arm**, etc., this **Supreme Authority**—

Webster's New International Dictionary

contains an accurate, final answer. 400,000 Words. 2700 Pages. 6000 Illustrations. Regular and India-Paper Editions.

G. & C. MERRIAM CO., Springfield, Mass.

Write for specimen pages, prices, etc., and FREE Pocket Maps if you name this publication.

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"CONSULT YOUR PLUMBER FIRST"

This is the title of a little booklet distributed by the Sacramento Master Plumbers' Association from their model installation at the State Fair recently. Instead of half-hearted booths by a few of the members, the Association took adequate space and installed a model bathroom, kitchen and laundry that any home might be proud of, as well as tucking a model compact apartment bathroom in one corner.

To prove further that this is an association with a punch as well as a backbone, they make the following public guarantee:

> "This Association guarantees the work of its members and will adjust without charge any complaint regarding defective workmanship, materials or overcharges. Address all complaints to the Association, giving all details. Membership in this Association is open to all Plumbing and Heating Dealers, who will conform to its standards of practice."

The following are members of the Association that co-operated in the exhibit:

C. B. Conn, J. T. Connors, Cowles & Co., H. Dixon, Earle Plumbing Co., E. E. Earle, W. D. Scovill, A. W. Sweet, R. Francis, C. A. Hahn, Hateley & Hateley, Latourrette-Fical Co., Harry W. Levy, D. H. McAlpine, F. Schoenbackler, Scott, Lyman & Stack; Luppen, Hawley & Thing; Miller & Cahill, Miller & Edler; Ed Carlow, F. A. McIntyre, Phil Mott, J. H. Murphy, Waterman Plumbing Co., F. S. Waterman, I. J. Elliott.

Consult Your Plumber First

Consult your plumber as you would your doctor.

You would not have a physician attending you if you knew he was not in good standing with the state medical association.

You would not employ an architect who did not carry a certificate of his profession.

So don't let incompetent handy-men do your plumbing job.

Call an authorized master plumber.

Remember that the service of the plumber to the community ranks alongside that of the physician.

You should be protected by insisting that a master plumber does the plumbing work you pay for, belongs to the Sacramento Master Plumbers' Association. He will guarantee his work and that guarantee is backed by the Master Plumbers' Association.

No matter if it is only a small repair job, installing a sprinkler system for automatically watering your lawn, heating your house so that all your rooms will be the same temperature, furnishing and installing sanitary plumbing for your cottage, apartment house, the largest office building or buildings for manufacturing purposes, insist that a member of the Sacramento Master Plumbers' Association does the work.

In buying plumbing fixtures (and you accept "seconds" or damaged goods), don't complain if price is all you get. Good plumbing fixtures is by far the most economical, because it costs less when compared by service rendered, than defective or damaged fixtures.

The plumbing fixtures and brass material used by our members, as listed in this folder, are made by manufacturers who guarantee their product, and should any of their plumbing fixtures prove defective will make satisfactory adjustments.

You get out of life what you put in. If you smile you get smiles in return. If you frown you get frowns. If you labor you will reap a reward. If you listen to an anarchist you will cease to breathe and your woes will multiply. If you ally yourself with a radical you will cease to labor and your wife and children will begin to labor or you will starve. The world owes you nothing and will not miss you much when you pass away. Your duty is to your country—to your wife and children — and if you perform this duty well you will succeed.

When we Americans wake up to the fact that we will have to charge off unprofitable members of society, we will find that our laws will be given more consideration. Our melting pot seems to be leaking disease, crime and bootleggers to the exclusion of everything. Some of our cities with a 60 to 70 per cent foreign born population seem to be going against us.

NATIONAL STRENGTH IN THE SOIL

"Let us never forget that the cultivation of the earth is the most important labor of man. Unstable is the future of a country that has lost its taste for agriculture. If there is one lesson of history which is unmistakable, it is that national strength lies very near the soil."

—Daniel Webster.

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PLUMBERS DOMINATE HEALTH SHOW

Taking advantage of an opportunity to show the community the intimate relationship between plumbing and sanitary engineering and public health, and also the sincere desire of the master plumbers to work for the public good, the enterprising Portland Association of Master Plumbers took the center of the stage at the Oregon Health Exposition, October 26 to November 4.

In one of the most strategic locations on the floor, a corner 10 feet by 15 feet, nationally advertised, up-to-the-minute plumbing fixtures were displayed in contrast with inferior, unsanitary, wrong examples. Brass goods were also shown and examples of good, bad and worse roughing practice were demonstrated.

The jobbers co-operated closely with the masters in arranging this display, yet no names or private advertising appeared on any of the exhibits. M. L. Kline was delegated by the jobbers to see that their combined resources were placed at the hands of the plumbers' committee.

Following is the committee of master plumbers which was in charge:

Chas. Fullman, chairman; Edward Murphy, of the J. F. Shea Co.; C. S. Whitcomb, of the Portland Plumbing and Heating Co.; C. C. McCoy, of the Merges Hdw. Co.; Bart D. Coffey, of the Coffey Plumbing Co.; Wm. T. Finnigan, of Finnigan & Williams; A. J. Roy. Mr. M. L. Kline has been appointed by the jobbers.

THE LITTLE THINGS

Ever so little means so much
In the little world of workaday:
The lips that smile and the hands that touch—
The easier things. Not many such,
Easy or hard, in the common way!
Ever so little means so much
In the little world of workaday!

Ever so little, but how they aid:
The kindly glance and the friendly word!
The flash of an eye, and a debt is paid;
A syllable uttered—a friendship made
Or ever the syllable's clearly heard.
Ever so little, but how they aid:
The kindly glance and the friendly word.

Ever so little, but they will last:
The least of the deeds that your hand can do!
Open your heart door freely, cast
Windows wide on the starry vast—
And God's good face comes shining through.
Ever so little, but they will last:
The things that are best in the best of you.

—Reginald Wright Kauffman.

The Visalia Plumbing Company was recently awarded the contract for installing the plumbing in the new school at Visalia recently.



No. 208 Torch — List Price, Each, $17.00.
Ask for Discount.

Burner Troubles are Overcome

The C. & L. Improved Double Needle Burners have BLUNT NEEDLES, making it impossible to enlarge the gas orifice. This is a frequent cause of trouble in other makes having SHARP POINT NEEDLES which, if forced, will quickly ruin the generator. This and other patented improvements make the No. 208 Torch ideal for service and durability. It produces 300 degrees more heat and saves time and fuel. Jobbers supply at factory prices. Get a catalogue now.

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PLUMBING, HEATING AND STEAM SUPPLIES

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Which is Correct?

ARE you a plumber, gas and steamfitter? Are you a master plumber or a master steamfitter? Are you a jobbing plumber or a jobbing steamfitter? Are you a plumbing contractor or a steam and hot water fitter? Are you a merchant plumber or a merchant fitter? Are you a domestic engineer or a heating and ventilating engineer? Are you a sanitary engineer or a steam heating engineer? Are you a plumbing dealer or a heating contractor?

Realizing the importance of straightening this out, the Board of Directors of T. E. B. appointed a committee representing all of the allied interests to define the trade name for each of the branches of the industry. The committee has met and has offered a solution for this perplexing problem. In deciding upon the name, and in drafting a definition for each branch of the industry, the committee has taken into consideration the psychological as well as the practical influence that the names suggested will have upon the public.

The Plumbing Dealer

The committee believes, that a firm engaged in the plumbing business should be known as a "plumbing dealer"; Because the word "dealer," is generally understood by the public as representing a person or firm engaged in a definite line of retail business, operating a place where a particular line of merchandise, commodities, or service can be seen and purchased.

By standardizing on this name, it will be a simple matter to soon educate the public to know that the place to buy plumbing goods is at a plumbing dealer's establishment.

Nearly anyone familiar with the industry, knows that a person or firm describing themselves on their bill or letter heads as "plumbers, gas and steamfitters," are but plumbing dealers in the making. They could more appropriately be called "Jacks of All Trades."

The term "master plumber or steamfitter," in no way presents the idea of a man or firm being engaged in the sale of plumbing or heating materials. A "master plumber or steamfitter," according to Mr. Webster, might better be applied to the foreman, or superintendent of an establishment.

"Plumbing contractor" is a term that is just as easily misunderstood. It is only natural for one, not familiar with the industry, to interpret it that such a firm or person contracts for plumbing installations, and that they do so without regard to where the material is purchased.

The expression "steam and hot water fitter," unquestionably fits the mechanic better than the proprietor of an establishment.

A "jobbing plumber," or a "jobbing steamfitter," are terms that are not clearly understood by the public, and are therefore misleading.

The name "merchant plumber or merchant fitter" was coined with the idea of placing the owner of a plumbing or heating establishment on the same plane as a "merchant tailor." The public, however, has not recognized the connection.

The name "domestic engineer" does not apply to our industry as a whole, and the name "heating and ventilating engineer" might better apply to an employee in the office of an architect or other building construction office; and does not essentially designate a firm contracting for and installing heating plants and equipment. The names "sanitary engineer," and "heating engineer," are in the same category as "domestic engineer" and "heating and ventilating engineer," and cannot be construed to necessarily refer to those engaged in the plumbing and heating business.

The name "plumbing dealer" signifies everything that one would wish to convey or sell to the public. To be a "plumbing dealer," one must be equipped to render all the service that the public demands of those from whom they would buy plumbing.

The term "dealer" when applied to the plumbing business is much more desirable than the word "contractor," for it fits the methods

Send for Circular Describing the New "Master" Line of Turner Blow Torches

These torches have the wonderful Patented "Hot Spot Hump" in the combustion chambers that gassifies kerosene or low-grade gasoline and produces the hottest, cleanest blue flame you ever saw.

Combined **Safety Valve** and **Air Release** — Exclusive and patented, protect you against personal injury and property loss.

THE TURNER BRASS WORKS
Sycamore, Ill. U.S.A.
ELM STREET



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of a greater number of firms engaged in this business. Today, the average firm engaged in the plumbing business, is attempting to build and operate their business through salesmanship. They find it more profitable to sell material and services, in preference to bidding for work specified by others. This is not so true of heating, where the principal point of salesmanship is largely that of selling the ability of the engineering force of the heating firm.

The definition of a plumbing dealer, as adopted by the committee, is as follows:

Definition of a Plumbing Dealer

Any person, firm or corporation equipped to render plumbing services to the public, and who buys, stocks, sells at retail, installs, and contracts to furnish and install, plumbing appliances, fixtures, accessories, or other materials used in plumbing installations, shall be defined as a plumbing dealer.

Heating Contractor

Because there seems to be a universal opinion that a person or firm engaged in the heating business prefers to contract for heating installations; and because the public usually demands a contract on a heating installation including a guarantee; and further because there is a desire to have plumbing and heating more pronouncedly classified; the name "heating contractor" has been adopted for the name of a person or firm engaged in the sale and installation of heating materials and appliances.

The definition as prepared by the committee for a "heating contractor" is as follows:

Definition of a Heating Contractor

A heating contractor shall be defined as a person, firm or corporation, regularly engaged in business and equipped to render heating services to the public, and who not only buys, stocks and sells at retail, but, also, installs and contracts to furnish and install heating appliances, fixtures, accessories, and other materials used in heating installations.

Where a person or firm conducts both a plumbing and heating business, such person or firm shall be known as a "plumbing dealer and heating contractor."

To further classify the industry, the committee recommends that the word "jobber" be dropped from the vocabulary of the plumbing and heating industry, with the exception of where it applies to a journeyman who does repair work. He should be known as a jobber. For one engaged in the wholesale business, the term "wholesaler" shall apply and the definition of a "wholesaler" shall be as follows:

Definition of a Wholesaler

Any person, firm or corporation engaged in the buying, and stocking of fixtures, appliances, accessories or other materials, in quantities, for the purpose of rendering a distribution service to dealers or institutions, and who do not sell at retail or engage directly or indirectly in contracting, shall be defined as a wholesaler.

The committee further recommends, that all firms in the retail business shall eliminate the words, "wholesaler or jobber" from their stationery and literature; and further recommend that all jobbers who are not actually engaged in the manufacturing business should take steps to eliminate the word "manufacturer" from their stationery and literature, or where used in connection with the firm's name.

W. C. Augustine has purchased the plumbing business of R. F. Carter at Reedley and the business will be conducted under the name of the Valley Plumbing Co.

At Last---

A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made. Write for prices and particulars.

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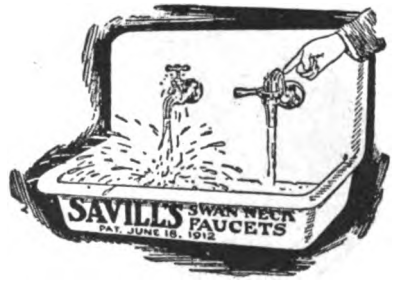
Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.

THOMAS SAVILL'S SONS

Wallace and Watts Sts. - - Philadelphia, Pa.

Send postal card for catalogue showing 23 styles



Sold by Jobbers of Plumbing Supplies Everywhere

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THE BOOKS OF THE BIBLE

God spake in Genesis, and said:
"Let there be light", and darkness fled;
In Exodus, at his command,
All Israel fled from Egypt's land;
Their laws and what their tribes befell;
Leviticus and Numbers tell;
God's holy will again we see
Contained in Deuteronomy.

Then follow Joshua, Judges, Ruth,
Two books of Samuel from his youth;
And two of Kings, the record plain
Of many a good and evil reign.
Two books of Chronicles tell o'er
Each monarch's history—heard before—
Their noble deeds of valor done,
Their many battles fought and won.
Historic words our hearts inspire
From Ezra and Nehemiah:
And Esther shows the ways of God,
While Job receives the chastening rod.
The Psalms lift up the soul with praise,
And Proverbs teach in homely phrase;
Ecclesiastes next comes on,
And then the Song of Solomon.

Isaiah now, with vision clear
Beholds a promised Saviour near,
While Jeremiah lifts on high,
For Israel's race, his humble cry.
And Lamentations paints his grief
That Zion weeps nor finds relief;
Ezekiel, Daniel, each record
The wondrous dealings of the Lord.
Hosea, Joel, Amos, too,
And Obadiah, prophets true,
O'er Israel's faithless nation yearn,
And warned from evil to return.
Then Jonah, Micah, Nahum, show
God's tender love and threatened woe;
Habakkuk prays in words sublime
That ring through all succeeding time.
Next Zephaniah, Haggai,
Then Zechariah, Malachi,
And we have passed in close review
From ancient Scripture to the new.

And now a Saviour's birth behold,
In Matthew's gospel sweetly told:
Mark, Luke and John, his works disclose,
His sufferings, death, and how he rose.
In Acts the Holy Ghost descends,
And Christ, His Kingdom wide extends.
In Romans, lo! the apostle Paul
Commends the gift of God to all.
Corinthians and Galatians show
The grace that every soul may know.
Ephesians and Philippians tell
The zeal His life portrayed so well;
Colossians, Thessalonians, speak
Of hope and comfort to the weak.
In Timothy, Paul's charge we find.
In Titus, friendship warm and kind;
Philemon shows how love constrains;
While Hebrews all the types explains.
With James and Peter, John and Jude,
And Revelation, we conclude
The Books that in God's Word divine—
Like stars of endless glory shine.

—FANNY J. CROSBY.

CONCERNING THE 'CAP THAT CAPTURES'

What students of literature might call "onomato poetic" or possibly alliterative, the merchants hail as catchy, easy to remember and salable. Enter the Upressit Cap, the "cap that captures," manufactured by the Upressit Products Corporation and described interestingly every month in the "Upressit Gossip," mailed on request to anyone interested in better "sealers" for all containers—bottles, cans or jars.

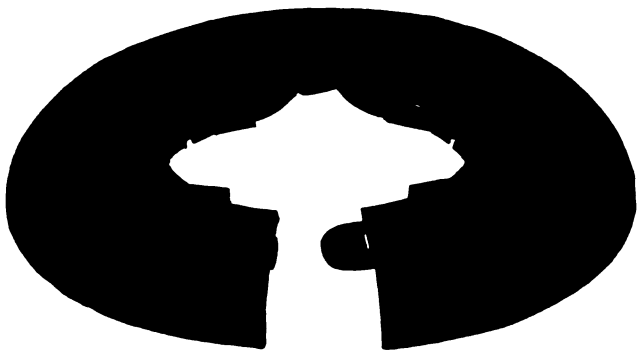
In the words of General Manager Stowell C. Stebbins, "the Upressit cap is the child of a very fertile inventive mind, one of a number of children by the same father." Since this is the only child that has lived, it is only natural that this child should have grown strong and is full of vitality. Like all promising and really great innovations, it is very simple. It will not only make an air-tight seal, but is also gas-tight and water-tight, yet it may be readily released by a mere pressure at the top and resealed by pressing the sides.

It has been adapted to a variety of uses—for jelly classes, candy sales jars, milk bottles, salt shakers, telephone transmitters and a number of other uses — wherever the cap or closure principle may be applied.

The main offices of the Upressit Products corporation are at 103-5-7 West 13th Street, New York City, while the factory is at 15-21 Wilbur Avenue, Long Island City, New York.

Among the company's sales representatives are: John S. Pryor, Cincinnati, Ohio; J. Henry Lewis, Chicago, Ill.; C. & M. Supply Co., Los Angeles, Cal.; Neagle P. Sealy, Portland, Ore.; Linhardt & Frazier, St. Louis, Mo.; W. N. Swasey, San Francisco, Cal.; S. W. R. Dally, Seattle, Wash.; C. A. Williams, Wilmington, N. C.; Robert Foote, Caldwell, Idaho.

Answering the question, "What is a kiss?" one stenographer answered thus: "The word is a noun, but it usually used as a conjunction. It is never declined, and more common than proper. It is not very singular in that it is usually used in the plural. It agrees with "me."


No. 10 Steel — ¼" to 4"

Plates that Please
ORDER NOW
and be ready with a stock
Increasing Demand for "B & C" Styles
Catalog on request
THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World
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SEE OUR CATALOGUE IN SWEETS

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PLUMBER TOM'S PHILOSOPHY



When a man gets too big to learn, he is not of much value to anyone.

If you see a beautiful flower and do not want to pluck it, you are cultured.

Be grateful, but do not demand gratitude; be charitable, but do not expect appreciation.

Business is founded on credit. Credit is founded on honor. A liar can have no part in the business world of today.

If you think your life is wasted, make some little child happy and plant a few flowers and trees. Then you will not have lived in vain.

If you're hard up, cut expenses. But don't cut your own throat to save the cost of food. Don't cut off advertising. If you must cut expenses, cut the frivolities.

These labor union fellows who want a 44 or 40 or 36-hour week will never be anything but somebody else's men. It takes long hours and hard work to get ahead today, just as it did in your grandfather's day and as it will in your grandchildren's day.

We are a great believer in sticking to it. We have a permanent wife and we have run a plumbing shop through good times and bad times. In good times we loosen up and in bad times we tighten up and work harder. This system may not be scientific, but we find it works.

From filth and decay, good Lord deliver us. We viewed the shimmy dance at one of our public places. This dance seems to be an interpretation of the defiled underwear of the underworld. The dear little girls who dance it should kneel at the feet of mother, gather up their Sunday school books and start all over again. As a business proposition filth does not pay. It never did and never will.

A labor union friend utters the following: "Wilson kept us out of war, Billy Sunday kept us out of hell and Sam Gompers kept us out of work." Our opinion is that when the working man works in harmony with his employer and helps him prosper, he will find no cause for complaint. A man is not of much value, if a walking delegate can compel him to drop his tools at a moment's notice.

We are a sport. Every evening we turn to the financial page of our paper and look at the quotations on Liberty Bonds. When they go up we rejoice and when they are down we lick the old woman. We store our Liberty Bonds with our bank. The object is to enlarge our credit. When we get our credit sufficiently enlarged our idea is to let our bank go in the plumbing business. We like our banker and as we have had a lot of fun out of the plumbing business we want him to enjoy the remainder of his days.

MODERNIZE YOUR TORCH STOCK

ENTIRELY AUTOMATIC

Just touch a match to the wick of this torch and in a few seconds a needle pointed flame of over 1400° Fahr. will result. No adjustments, priming, pumping or blowing.

A most practical torch for — Electricians, Mechanics, Repairmen, Plumbers, Automobilists and Dentists

Plenty of Prospects, large sales, excellent profits. Your Jobber or direct with your Jobber's name.

FULLY GUARANTEED

Retail at $2.00

Packed Six to a handsome Counter Display

LENK AUTOMATIC BLOW TORCH

QUICK TURNOVER



THE LENK MFG. CO., Boston, Mass.

Representatives: Southern — Schoen Bros., Louisville.

Pacific Coast — Rice-Hitt Co., Frisco, Los Angeles, Seattle

Beware of infringements and inferior imitations.

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RADICALS NEITHER SLUMBER NOR SLEEP

Here are some extracts from socialistic leaders:

"Socialism is essentially revolutionary, politically and economically, as it aims at the complete overthrow of existing economic and political conditions. We should organize and be prepared for what might be described as a revolutionary outbreak." BAX AND QUELCH.

"We socialists are not reformers; we are revolutionists. We socialists do not propose to change forms. We care nothing for forms. We want a change of the inside of the mechanism of society; let the form take care of itself."
DE LEON.

"Whilst our backers at the polls are counted by the tens, we must continue to crawl and drudge and lecture as best we can. When they are counted by the hundreds, we can permeate, and trim, and compromise. When they rise to tens of thousands, we shall take the field as an independent party. Give us hundreds of thousands — and you can if you try hard enough — and we will ride the whirlwind and direct the storm." SHAW.

"Remember that history demonstrates that revolutionists look upon criminals as their allies, for whenever they have had the opportunity they have opened prison doors to let the criminals out in order to secure their assistance. It is to be hoped you will not be one of the "Hundreds of Thousands" wanted, and that you will not by vote, money, influence, or in any manner assist to "ride the whirlwind and direct the storm."

Communists, Bolshevists, Soviets, Third Internationale, Democratic Socialists, I. W. W., Red Labor Union Internationale, Non-Partisan League, Radicals, Liberals — do these names mean anything to you? These organizations have a direct contact through camouflaged mediums with the powers at Moscow, planning and working for world revolution, with the United States as the center of the world's revolt.

Recently, Leo Pasvolsky has written, "Is a communist revolution possible in the United States?" There is scarcely a person in this country that would not smile at this question or else reply to it in terms of utter derision. Yet there are groups of people in the world who think that a revolution in the United States is not only possible but inevitable.

These views have been expressed in an appeal to American citizens, and promotion of these ideas is now going on at a rapid pace through magazine, pamphlet, press, clubs, schools and politics. Mention has previously been made of groups and classes organized for every kind of purpose except a patriotic one. They would destroy from within what no enemy has ever been able to do from without.

American ideals are now the only bulwark against world chaos. They must be defended if civilization is to be saved.



Nye, the Die Man
Pipe die maker to
the American Plumber

"It's a Pipe!"

It may not be in the dictionary, but, in the language of the day, "it's a pipe" means it's a cinch, or, as they say in Boston, a matter of extreme facility.

Anyway, if it's a pipe it's a cinch if the die you use to thread it with is one of these

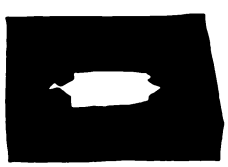
NYE DIES

First, the Nye Die cuts easier than any other, because of the skip-tooth patented principle.

Second, it cuts faster, because it cuts easier. (And it cuts easier because it cuts faster!)

Third, because of the rounded bottom skip-tooth and the high-grade steel, it lasts longer than others.

Fourth, the Nye Die is even better than itself—that is, better than even the Nye Die was a year ago.



Nye Solid Die

HARRY G. NYE

The Nye Tool & Machine Works

108-128 North Jefferson St., Chicago



Nye Armstrong Die

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DISCOURAGEMENT GOT HIM

Satan, who was out hunting with the little imps of human weakness, saw a man coming through Life's street and commanded one of them, "Go; get him for me!"

Quickly the imp crossed the street and hopping lightly to the man's shoulder said, "You are discouraged."

"No," replied the man, "I am not discouraged."

"You are discouraged," repeated the imp.

The man said, "I do not think I am."

Louder and more decidedly the little imp declared again, "I tell you, you are discouraged."

"Well, I suppose I am," admitted the man, dropping his head.

So the imp hopped back proudly to Satan and cried, "I got him; he is discouraged."

Another man passed and Satan said again, "Get him for me."

Whereupon the proud little demon of discouragement repeated his tactics. The first time he said, "You are discouraged," the man replied emphatically, "No." The second time, the man said, "I tell you, I am not discouraged." The third time he exclaimed, " I am not discouraged. You lie!"

The man walked down the street with his head up, while the imp of discouragement returned to his master crestfallen.

"I couldn't get him," he reported. "Three times I told him he was discouraged. The third time he called me a liar—and that discouraged me."

Charles H. Warner has bought the interest of his partner, Mr. Gilpin, in the plumbing and electrical business at Compton and will add to their stock.

Hickey Brothers of Carpenteria have recently added an up-to-date plumbing department and stock to their hardware business. They report a very satisfactory outlook.

Sweeney & Sons are erecting a new building at Santa Barbara in which to install their plumbing and sheet metal stock. They are also operating a garage and handling tractors.

YOU SHOULD ORDER NOW

your requirements of torches and furnaces for the coming winter. When the cold weather arrives you will then have a stock on hand, thereby enabling you to give your customers satisfactory deliveries.

During the winter there is usually a shortage of torches and furnaces. This is due to the unlimited number of orders placed with the manufacturers. You, of course, know that orders are filled in order of date received.

Then again, if you do not order far enough ahead, the tools cannot reach you in time when shipped by freight. Don't forget, exorbitant express charges cut deep into your profits.

We now have in stock a full line of "ALWAYS RELIABLE" torches and furnaces which is ready for immediate delivery. Place your stock order now and ensure delivery.

Most jobbers stock our line. Others will gladly order for you.

OTTO BERNZ CO. - NEWARK, N. J.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco



SPECIFY

"Genuine" Perfection No. 10 Floor and Ceiling Plates

— The Sturdy Plate —

Reinforced by a "Plate within a Plate"

THE BEATON & CADWELL MFG. CO.
NEW BRITAIN, CONN.
New York Warehouse: 234 Water St.

SEE OUR CATALOGUE IN Sweets

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URGES STATE CONTROL OF STRIKE BALLOTS TO ROUT "LABOR TYRANTS"

State supervision of every vote cast for a strike or lockout in this country must come if the best interests of American industry—labor and capital alike — are to be safeguarded, declared L. F. Loree, president of the Delaware & Hudson Railway, speaking on "Labor Unions" before the Clearing House Section of the American Bankers' Association convention in New York recently. He proposed that laws be enacted to this effect.

Such control, "to insure a secret ballot free from intimidation or misrepresentation, and its honest count," was urged by Mr. Loree following a declaration that the American worker needs to be rescued from what he termed the tyranny of "labor professionally organized — where the great mass responds to pressure from above, exploiting and being exploited for the benefit of its rulers."

He quoted President Harding's coal strike address to Congress to show that these labor rulers are seeking to impose on the country their policies which, Mr. Loree said, "for the most part are rank economic heresies."

The rescue of labor "from an organization that has become its tyrant" can only be accomplished from the outside, said Mr. Loree, and he urged his hearers to devote time and thought to ways and means of helping the laborer "in his safety and comfort . . . intellectually and spiritually." In addition to his recommendation for state supervision of all strike balloting, Mr. Loree urged the following provisions be made in new laws:

1. To provide that voluntary associations of seven or more members may sue or be sued.

2. To make the records and accounts of such associations subject to public authority, and to make political use of union funds a criminal offense.

3. To give state authorities better facilities for labor dispute investigation through the power to subpoena witnesses; also to make available to the public full reports of such investigations; then to compel 14 days' notice of intention to strike or lockout.

Labor Dominated by Small Group

Mr. Loree traced the development of trades unions to show how "dominant spirits exerted pressure upon the isolated, unprotected individual" and how leadership gradually shifted "from the casual enthusiast and agitator to a class of permanent salaried officials." There are now about 20,000 of these paid officials, he said, who are subordinate to about 1000 association executives, "and these in turn are dominated by an inner circle of a few score men."

For the most part, said Mr. Loree, the avowed policies of this inner circle "are rank economic heresies—the creation of an artificial scarcity of labor by limiting the number of apprentices . . . by limiting their progression, by keeping out aspirants, while opposing as a deadly curse all labor saving devices, or the effort of management through piece work bonuses or other skill arrangement of organization."

Mr. Loree pleaded against the stifling of individual energies and gifts, as well as the killing of incentive for increased production—"an interest, could they but see it, especially vital to labor, organized or free." The very formalism of organized labor, in Mr. Loree's opinion, prevents the rise in the wages of its members from being as rapid as that of free labor when business is brisk, "while when business is slack their efforts to retard the decline in wages effects the nominal rather than the real wage—the pay check rather than the purchasing power."

Mr. Loree declared that the labor leaders' assertion that the "right to organize is denied" is a "man of straw set up to be knocked down." The point in question, he said, is whether the labor leaders can hold their power without "resorting to 'murders, beating and slugging,' as set up in the recent proceedings of the Attorney General at Chicago; whether incessant attacks upon the police power of the state, the injunction power of the state's courts and all other instruments of power evidence the purpose to set up the supremacy of the union over and above the law of the land."

Mr. Loree declared that capital should not lose confidence in itself. "It is to the interest of every citizen that we should have," he said, "a commonwealth founded upon industry and frugality and recognition of the rights of those who save and invest, wait and lead, take risks and responsibilities, as well as upon those who obey and work with their hands. . . . Capital has no reason to be abashed by an analysis of the part it has played in civilization. It has made that civilization possible."

"Rights" Also Entail Responsibilities

In conclusion he said: "The labor unions cry to Heaven that they have the right to organize. No one denies it—but let them in the exercise of the right assume the responsibilities it entails. If they claim the latitude and advantages, let them also share the restrictions and burdens of organizations of capital."

A. F. Noethig has opened a plumbing shop at Guerneville.

The Pacific Pipe & Supply Company has established a branch at Long Beach.

T. A. Crawford has sold his plumbing business recently to George L. Dickson at Ceres.

E. C. Stone and C. H. Pomeroy, Jr., have recently engaged in the plumbing business at Burbank.

E. L. Jackson has moved his plumbing business into a new location at Covina, where he has increased facilities.

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SUCK-SESS SEEK-RETS



Onst there wuz a man who went into Bizness for hisself. He had a Exaggerated Idee of his own importance. He would strut up an' down his stoar, frown, an' clear out his throat noisily. When peppul Kum in, he would Deign a cold nod, as tho it wuz a Honor for hymn to speak to them at all.

When he talked over the telephone, he would use his deepest Base voice, an' snap out his words like he wuz ready to bite somebody's Hed off. When he got through, he would snap up the Receiver without so much as a Closin' word.

Those who had never seen him thought he was a big, Blustering fellow who ought to have been a lumberjack or a pile driver. But when these same Foakes saw hymn, they would smile an' titter, for he wuz a little, Weazened sardine of a man who couldn't scare a rabbit face to face! He got to be a Joke—but he didn't know it.

He thought he wuz proving that he wuz a Regular Lion to go roaring around an' making a big Noise. The noise sounded good to hymn, but it resembled the braying of a donkey to other Foakes. He wuz awlways lookin' for Trouble an' he had mighty little difficulty in finding it. He wuz not anxious to work. He kalkalated that he could live on the other fellow's efforts.

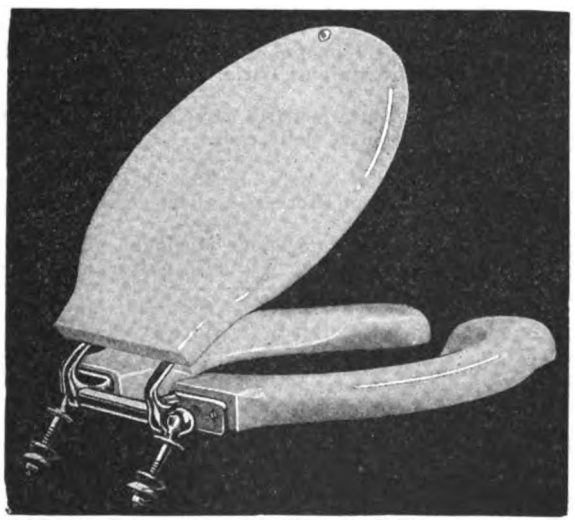
Won day he got a letter an' awl that it sed wuz, "if it is your Ambition to do Nothing—you must be satisfied to be Nobody." He didn't no what that meant.

He wuz awlways talking loud about what he would do Tomorrow. But Tomorrow never came. To hymn the present wuz awlways a time to boast an' to brag. He wuz not like Lincoln who sed, "I will prepare and be ready when my time comes." This little shrimp never got Ready, an' so his Time never came.

He kept on Bragging an' forgetting that peppul who really Dew things usually employ the fewest words and are Patient, Quiet and Gentle in their manners. He never got very much bizness but he lost that. He failed an' laid it to Hard Times. In reality, he had a good chance but he wuz not efficient enough to use it.

To be efficient, a man must know how to handle his Bizness. He must be polite. He must work a lot more than he talks, and he must make Friends in place of Enemies.

Church Seats



Open Front and Back

Permanently White

A Closet Seat, to be satisfactory, should not only be WHITE when NEW, but should REMAIN WHITE year after year. Church Closet Seats have earned this reputation for continuous satisfactory service.

Leading architects, sanitary engineers and plumbing contractors specify and install Church Seats with the assurance they will always make good.

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C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies

Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

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GET THE POINT OF THESE CASES IN YOUR MIND

(Copyright by Elton J. Buckley)

Not long ago an Eastern retailer placed an order for goods with a Chicago wholesaler. In due time they were delivered, but when the buyer examined them he found that about one-fourth, or six cases, were in bad condition. Accordingly he shipped them back and kept the rest. The same thing is done repeatedly every day, and where the parties are fair-minded business men nothing happens; the account is adjusted in due course.

But in the case I am discussing both of the parties were not fair-minded; the seller disputed the buyer's right to reject the six cases and after a long and acrimonious correspondence the seller finally made a final and peremptory demand for the payment of his entire bill. The buyer refused to comply, but offered to pay for what he kept. The seller accordingly entered suit. The buyer felt very comfortable about it, believing that no court would make him pay for goods which were not in the condition contemplated by the contract.

He was astonished to learn very shortly that the court wouldn't pay any attention to his story about the condition of the three cases returned, but gave judgment against him for the full amount of the claim, under a principle of law which is not very often invoked, but which is nevertheless solidly established. That principle is that when a buyer receives an order of goods which he has bought and finds some of them in bad shape, or not up on quality or something like that, he cannot pick these out and reject them, keeping the rest, but if he rejects any he must reject all. And if he does pick out those he considers bad and returns them, he must still pay for them, because he hasn't legally rejected them.

This buyer appealed his case, but lost on appeal also. The court said this:

The statement sets out by dates and items and price, three shipments of merchandise, the price of the entire shipment being $367, with credit allowed for samples returned. The defendant admits the purchase, admits a sum due, but claims a credit for $174 for six cases returned, which were not perfect and salable, for the reason that they were soiled and appeared as if used before shipment. The theory on which the court entered judgment was that it was the buyer's duty either to accept the merchandise as received in each shipment or return the shipment. It has been held a number of times that a contract of this kind must either be accepted entirely or rejected entirely.

I don't suppose the buyer who figured in this case ever will lose the feeling that he had a raw deal. Yet the principle of law which was enforced against him was long ago established and it might be said that as a business man he should have known about it.

In another recent case, of which I also have knowledge, a retail dealer bought certain goods and when they arrived he sent some of them back and was sued by the seller for the full bill. In this case the seller lost, because it was proven that some of the goods he shipped were of a different character than the order called for. The buyer simply separated these from the mass and sent them back, keeping all that complied with the order. This the court held he had a right to do. I quote from the decision:

The sale being made by sample, there was an implied warranty that the quality of the goods delivered would correspond with the sample exhibited, and whereas, in this case, as the defendants allege, the delivery was of the particular goods mixed with goods of a different description not included in the contract, the buyer could accept the goods which corresponded with the contract and reject the rest.

I am very anxious to make plain the distinction between the two cases, because I think the point mighty important to every man buying merchandise, so I use an illustration of my own. A man buys a quantity of silk of a certain variety. Say it is all pongee of definite quality. The seller ships him pongee, but some of it is below the weight called for. That buyer can't pick out what he thinks is poor and return it, but he must reject it all or keep it all.

But suppose the buyer had bought silk and the seller had sent him part of his order in silk and part in silk and wool, a totally different product. In that case the buyer could separate and return the silk and wool, because the question was not one of mere quality, but of character; he hadn't ordered silk and wool and whether he had was not a matter of opinion.

Rotermundt & Abele have moved their stock to a new location at Sonoma.

J. S. Noble Company recently engaged in the plumbing business at St. Helena.

Albert O. Johnston is adding a plumbing stock to his hardware store at Irwin.

J. B. Roberts recently moved his plumbing stock to a new location at Bellflower.

An addition is being erected to the plumbing shop of Suendermann Brothers at Berkeley.

J. E. Nichols of Santa Maria has engaged in the plumbing business at Williams, Arizona.

Ed Stavert has purchased the plumbing department of the Ed Layne Hardware store at Chowchilla.

Statement of ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of Hardware World, published monthly at Portland, Oregon, for October 1, 1922. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 338 Taylor Street, Portland, Oregon; editor, business manager and owner T. M. Shearman. Known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed before me this 29th day of September, 1922. D. B. Richards, Notary Public

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS — K64, C870, P1990, Essex, on Feet — 4-ft., $48.35; 4½-ft., $48.35; 5-ft., $40.35; 5½-ft., $45.70; 6-ft., $62.70.

K57, C860, P1991, Essex, on Base—4½-ft., $53.35; 5-ft., $52.00; 5½-ft., $58.70; 6-ft., $78.70.

K80, P1933, Knickerbocker—5-ft., $41.70; 5½-ft., $47.00.

K10 to K10¼, P2160 to P2173, Cardinal, Conred, Enam. All Over—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.

K10 to K10¼, P2160 to P2173, Conred, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

K10½, P2180 to P2186, Recona, Enam. All Over, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.

K10½, P2180 to P2186, Recona, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Corner, Viceroy, Sierra—4½-ft., $95.35; 5-ft., $100.00; 5½-ft., $108.00; 6-ft., $140.00.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Recess, Viceroy, Sierra—4½-ft., $86.00; 5-ft., $91.35; 5½-ft., $100.00; 6-ft., $134.70.

F10 to F11, P2319 to P2322, Pembroke, Pier, Viceroy—5-ft., $133.50; 5½-ft., $141.50; 6-ft., $157.30.

F7 to F8, P2380 to P2388, Woodmere, Corner, Imperator—5-ft., $180.00; 5½-ft., $186.70.

F9, P2390 to P2393, Woodmere, Recess, Imperator—5-ft., $166.70; 5½-ft., $173.35.

F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278.70.

F6, Imperator (Wall Pattern) 5-ft., $230.70; 5½-ft., $244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.35; 5½-ft., $158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., $133.33; 5½-ft., $146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS — K112, P2510, with Strainer and Waste—36x36-in., $84.00; 42x42-in., $112.00.

K108, P2511, with Strainer and Waste — 36 x 36-in., $113.50; 42x42-in., $150.70.

K107, P2512, with P2530 Drain—38x38-in., $149.50.

K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $158.50.

SHOWER MIXING VALVES — NC1, H15, P2745, $25.35. NC1, H12, P2746, $25.35. NF1, H10, P2747, $25.35. P2748, $30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	54.70
H909½, P2791, Shower and Shampoo	64.00
NC100, H952½, P2803, Shower	33.35
H953½, P2804, Shower	30.70
NC1100, H954¼, P2807, Shower	42.00
NC1100 (with stops), H954½, P2809, Shower	40.70
H943½, P2815, Shower	48.70
H944½, P2816, Shower	47.35
H945½, P2819, Shower	55.35
H946½, P2820, Shower	55.35
NC1100½, H956, P2821, Shower and Shampoo	47.70
P2823, Shower and Shampoo	54.70
H1402, P2826, Shower	16.00
H1406, P2827, Shower	15.70
H1400, P2828, Shower and Shampoo	31.70
H1404, P2829, Shower and Shampoo	30.70
H1410, P2836, Shower	36.70
H1411, P2837, Shower	38.00
H1408, P2841, Shower and Shampoo	50.70
H140 P2842, Shower and Shampoo	52.00
NF1050, H900, P2855, Shower	38.70
NF1050½, P2856, Shower and Shampoo	51.00
NF1055, H895, P2857, Shower	46.70
H904, P2860, Sho cr	45.35
P2861, Shower and Shampoo	58.00
H1246, P2868, Shower	34.70
H1250, P2870, Shower	27.70
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	52.00
H1200, P2916, Shower	66.35
H1206, P2918, Shower	44.35
H1204, P2919, Shower	46.00
P2920, Shower and Shampoo	59.00
P2921, Shower and Shampoo	60.35

Portable Showers—

H1275, P2946, Portable Shower	21.35
$124, Portable Shower	15.00

Wall and Ceiling Showers—

H1270, P2950, Wall Shower	13.00
H1268, P2952, Ceiling Shower	13.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in., $33.35; 22x27-in., $38.70; 22x30-in., $48.70.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., $14.70; 18x24-in., $17.00; 20x24-in., $22.70; 22x27-in., $36.00.

C145, K332, P3850, P3855, Ophir—20x24-in., $22.80.

C152, K582, P4045, Ralwon, 17x19-in., $10.80.

P4125, Arion—19x24-in., $28.65.

P4205, Othello—18x21-in., $12.15.

K580, C150, P4206, Othello—18x21-in., $18.80.

K608, C162, P4335, Beverly—18x21-in., $12.70.

K614, C164, P4345, Crescent—17x19-in., $8.70.

K752, P4365, Alva—14x16-in., $8.70.

K668, C180, P4940, P4945, Athena—20-in., $25.35.

K668, C180, P4946, Athena—20-in., $25.35.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., $18.20.

K690, C184, P4980, P4985, Verdun—16-in., $14.35.

P5080, P5085, P5086, P5087, Everett—19-in., $18.70.

K732, C190, P5110, P5115, Yale—16-in., $11.00.

K762 C192, P5145, Aida—16-in., $9.00.

Add for Waste when required—P11285, Imperial, $9.35; P11289, Empire, $8.00; P11290, Princess, $6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $31.75.

F11001—¾-in. Valves, 2¼-in., Waste, $40.00.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $34.50.

P11003—¾-in. Valves, 2¼-in. Waste, $45.35.

P11010—½-in. Valves, 2-in. Waste, $37.35.

P11011—¾-in. Valves, 2¼-in. Waste, $44.70.

P11012—½-in. Valves, 2-in. Waste, $42.70.

P11013—¾-in. Valves, 2¼-in. Waste, $47.35.

P11015, "Quicko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.

P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.35.

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.35.

P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00 Compression—

P11025—½-in. Valves, 1⅜-in. C. W. & O., $28.70.

P11026—¾-in. Valves, 1½-in. C. W. & O., $28.35.

P11030—½-in. Valves, 1⅜-in. C. W. & O., $27.35.

P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.

P11040—½-in. Valves, 1½-in. Waste, $46.70.

P11041—¾-in. Valves, 2-in. Waste, $51.35.

NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in. Waste, $64.00.

H2466—Speakman Deshler, ½-in. Valves for Por. Tubs, $36.00.

H2460—½-in. Valves for Enameled Iron Tubs, $30.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, $34.70.

P11066—¾-in. Valves, 2¼-in. Waste, $50.70.

"Quicko"—

P11090—½-in. Valves, 2-in Waste, $46.00.

P11091—¾-in. Valves, 2⅜-in. Waste, $50.70.

Exposed for Conred Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.35.

Exposed for Pembroke and Woodmere Baths—Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00.

¾-in. Valves, 2¼-in. Waste, $40.00.

P11125—½-in. Valves, 2-in. Waste, $48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $7.70.

P11155—"Quicko" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $18.60.

P11165—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $20.00.

BATH WASTES—P11175—Imperial 2-in. Waste, $13.40.

P11176—Imperial 2¼-in. Waste, $16.70.

P11179—Imperial 2-in. Waste, $18.00.

Bath C. W. & O.—

P11185—1⅜-in. N. P. C. W. & O. for Essex Bath, $2.75.

P11188—1⅜-in. N. P. C. W. & O. for Conred Bath, $5.50.

1½-in. N. P. C. W. & O. for Conred Bath, $6.00.

P11189—1⅜-in. Rough C. W. & O. for Conred Bath, $5.00.

1½-in. Rough C. W. & O. for Conred Bath, $6.00.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath, $6.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—
P11260—Verona, Compression, Enamel Lavatory.....18.35
P11263—Verona, Compression, Vitreous Lavatory.....16.75

LAVATORY WASTES—
P11285—Imperial, China Knob..... 7.00
P11288—Imperial, China Knob..... 7.00
P11289—Empire, China Knob..... 5.75
P11290—Princess, China Knob..... 6.70
P11291—Princess, China Knob..... 6.70
P11293—Princess, China Lever..... 6.70
P11294—Princess, China Lever..... 6.70
P11295—Princess, China Lever..... 8.00
P11296—Princess, "B" China Handle..... 8.00
P11297—Princess, 4 Ball Handle..... 8.00

SHAMPOO FIXTURES —
P11358—Quicko Double Basin Cock..... 8.75
P11359—Pedestal China Soap Dish with Drain..... 2.20
P11360—Compression, as described.....30.00
P11363—Quicko, as described.....20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, $53.35.

LAVATORY SUPPLY PIPES — Strictly I. P. Size — Pipes to Wall. Short Pattern, 6 in. x 7-in.
P11371—With W. H. Stop. ⅜-in., $4.75; ½-in., $5.60.
P11372—With C. I. Stop, ⅜-in., $5.15; ½-in., $6.10.
P11373—With L. K. Stop, ⅜-in., $4.75; ½-in., $5.60.

LAVATORY PLUGS AND CHAIN STAYS—
P11395—P. O. Plug for Porcelain Enameled Lavatory.. .60
P11396—P. O. Plug for Vitreous Lavatory..... .75
P11397—Chain Stay for Vitreous Lavatory..... .40

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $9.35.

NICKEL PLATED SINK AND LAVATORY TRAPS—
Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," $1.80; 1½-in., $1.80.
P11451—1¼-in. Vented "P," $3.00; 1½-in., $3.15.
P11456—1¼-in. Bag, $4.70; 1½-in., $4.60.
P11462—1¼-in. Plain "S," $2.70; 1½-in., $2.70.
P11463—1¼-in. Vented "S," $3.60; 1½-in., $4.00.
With Cleanout—
P11450—1¼-in. Plain "P," $2.80; 1½-in., $2.70.
Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P," $2.75; 1½-in., $2.70.
P11451—1¼-in. Vented "P," $3.75; 1½-in., $3.95.
P11456—1¼-in. Bag, $3.75; 1½-in., $3.70.
P11458—1¼-in. "P" (N. Y. Reg.), $2.70; 1½-in., $3.10.
P11462—1¼-in., Plain "S," $3.20; 1½-in., $3.40.
P11463—1¼-in. Vented "S," $4.15; 1½-in., $4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.00; Finished, $1.05; Nickel Plated, $1.25. ¾-in. Rough, $1.25; Finished, $1.35; Nickel Plated, $1.55.
H102—½-in. Rough Hose SSS, $1.10; Finished, $1.25; Nickel Plated, $1.40. ¾-in. Rough Hose, $1.40; Finished, $1.50; Nickel Plated, $1.70.
H110—½-in. Rough Plain SOT, $0.90; Finished, $1.00; Nickel Plated, $1.15. ¾-in. Rough Plain SOT, $1.15; Finished, $1.25; Nickel plated, $1.40.
H112—½-in. Rough Hose SOT, $1.00; Finished, $1.15; Nickel Plated, $1.30. ¾-in. Rough Hose, $1.30; Finished, $1.40; Nickel Plated, $1.55.
H135—½-in. N. P. Plain Adj. Flange, $2.05; ¾-in., $2.50.
H137—½-in. N. P. Hose Adj. Flange, $2.20; ¾, $2.60.
H140—½-in. N. P. Plain Set Screw Flange, $1.85; ¾, $2.25.
H142—½-in. N. P. Hose, $2.05; ¾-in., $2.40.
H365—½-in. N. P. Comp. Stub W. T. Bibbs Plain, $1.50.
H367—½-in. N. P. Comp. Stub W. T. Bibbs Hose, $1.80.

QUICK COMPRESSION BIBBS—H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $1.60; ¾-in., $1.90.
H412—½-in. Nickel Plated, Hose SOT, Metal Handle, $1.70; ¾-in., $2.05.
H413—½-in. Nickel Plated, Plain SOT, China Handle, $1.90; ¾-in., $2.20.
H414—½-in. Nickel Plated, Hose SOT, China Handle, $2.05; ¾-in., $2.35.
H435—½-in. Nickel Plated, Adj. Flange, $2.15; ¾-in., $2.60.
H437—½-in. Nickel Plated. Adj. Flange, Hose, $2.30; ¾-in $2.80.
H438—½-in. Nickel Plated, Plain, $2.50; ¾-in., $3.00.
H439—½-in. Nickel Plated, Hose, $2.65; ¾-in., $3.10.
H440—½-in. Nickel Plated, Plain SS Flange, Metal Handle, $2.00; ¾-in., $2.35.
H442—½-in. Nickel Plated, Hose, SS Flange, Metal Handle, $2.15; ¾-in., $2.50.
H443—½-in. Nickel Plated, Plain, SS Flange, China Handle, $2.30; ¾-in., $2.60.
H444—½-in. Nickel Plated, Hose, SS Flange, China Handle, $2.50; ¾-in., $2.85.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT, $1.75; ¾-in., $2.05.
H512—½-in. Nickel Plated, Hose, SOT, $2.50; ¾-in., $2.25.
H540—½-in. Nickel Plated, Plain SS Flange, $2.20; ¾-in., $2.50.
H542—½-in. Nickel Plated. Hose SS Flange, $2.35; ¾-in., $2.60.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS, $1.45; ¾-in., $2.00.
H577—½-in. Finished, Hose SSS, $1.65; ¾-in., $2.20.
H587—½-in. Finished, Hose SOT, $1.75; ¾-in., $2.35.

COMPRESSION STOPS—H600 and H608—½-in. Rough I. P Both Ends T. H., $0.90; ⅜-in., $1.15. ½-in. Nickel Plated Both Ends T. H., $1.15; ¾-in., $1.75.
H605 and H608—½-in. N. P. I. P. Both Ends W. H., $1.45; ⅝-in., $1.75.
H615 and H618—½x½ O. D. T. H. or W. H. N. P. $1.15. ½x9-16 O. D., $1.15. ½x11-16 O. D., $1.35.
H620 and H623—½-in. I. P. Both Ends Finished, Loose Key, $1.30; ½-in. I. P. Both Ends N. P., Loose Key, $1.45; ¾-in. I. P. Nickel Plated, Loose Key, $2.25.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.40.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.20; ¾-in., $1.20.

BOILER DRAIN COCKS—H655 and H658—½-in., 90c; ¾ in. Rough N. P. Male, $1.00; ¾-in., $1.00.
H656 and H659—½-in. Rough N. P. Female, $1.00; ¾-in. $1.00.
H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅝-in. $2.05.
H703—½-in. TH or LH Stop and Waste, $1.50; ⅝-in., $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.05; ⅝-in., $1.50.
H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.05; ⅝-in., $1.50.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.15.
H855—No. 2 Medio Basin Cocks, Pair, $4.20.
H856—No. 2A Medio Basin Cocks, Pair, $5.25.
No H870—No. 5 Dunlo Basin Cocks, Pair, $5.85.
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95.

QUICKO BASIN COCKS—H901—No. 1½, $5.45.
H902—No. 2 Quicko Basin Cocks, $4.00.
H903—No. 3 Quicko Basin Cocks, $3.90.
H908—No. 5 Quicko Basin Cocks, $5.85.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, $5.25.
H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.10.
H951—"Standard" Ball Bearing, China Level, pair, $9.45.
H970—"Standard" Boston, pair, $6.60.
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, $7.50.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, $10.50. (For China Soap Cup see U11359.)
Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $16.50.

PANTRY COCKS—
H1000—No. 1 Compression, pair..... 5.80
H1010—No. 1 Quicko, pair..... 8.65
H1015—Quicko, Double, each.....12.00
H1030—No. 1 Fuller, pair..... 8.80

SLOP SINK COCKS—
H1070—Compression.....15.75
H1075—Fuller.....15.75

DOUBLE BATH COCKS—
H1100—No. 8 Compression..... 4.15
H1105—No. 3A Compression..... 4.50
H1142—No. 1½ Quicko..... 5.25
H1150—No. 2½L Quicko..... 4.90
H11152—No. 2½ Quicko..... 4.90
H1160—No. 10 Quicko.....10.15
H1170—No. 5½L Fuller..... 4.90
H1172—No. 5½ Fuller..... 5.25
H1175—No. 4½L Fuller..... 4.15
H1177—No. 4½ Fuller..... 4.50

CHICAGO FAUCET COMPANY'S BRASS GOODS—
A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.20 each. Extra Washers for same, $2.00 per hundred.
A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $2.90.
A900—N. P. Quaturn Plain Bibbs with Detachable Shank. Adjustable Screw Flange, ½-in., $3.10.
A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.
A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.
A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.80.
A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $9.00.
A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.
Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 35c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $18.00 per hundred ft.
O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in. $37.50; ¾-in., $41.25; ⅞-in., $48.75; 1-in., $39.00; 1¼-in., $42.75; 1¼-in., $48.00; 1⅜-in., $52.50; 1½-in., $56.25. 2-in., 75.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.—⅛-in.,61c; ¼-in., 57c; ⅜-in., 58c; ½-in., 50c; ¾-in., 47c; 1-in., 47c; 1¼-in., 47c; 1½-in., 47c; 2-in., 47c; 2½-in., 47c; 3-in., 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

1½in. Laundry Tray Plugs, 1½ O. D. Tail Piece, doz..	19.90
1½-in. Laundry Tray Plugs, 1½ I. P. Tail Piece, doz.	19.90
Fin. Brass Wash Tray Plugs, 1¼ Met. Stopper, doz.	5.50
N. P. Chain Stays, No. 1, doz.	4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen.	4.50
China Chain Stays, doz.	9.60
N. P. Chain Stay and Cock Hole Cover.	6.75
N. P. Basin Cock Hole Cover, doz.	8.40
N. P. Basin Chain wf. Snaps, No. 00, do	1.50
N. P. Basin Chain wf. Snaps, No. 0, doz	1.70
N. P. Bath Chain wf. Snaps, No. 00, doz	2.00
N. P. Bath Chain wf. Snaps, No. 0	2.40
N. P. Basin Chain 12 Yd. Box, No. 00, t	2.10
N. P. Basin Chain 12 Yd. Box, No. 0, bo	2.50
N. P. Basin Chain 12 Yd. Box, No. 1, bo	3.10
N. P. Basin Chain, No. 00, per 100 feet	5.50
N. P. Basin Chain, No. 0, per 100 feet	6.80
N. P. Basin Chain, No. 1, per 100 feet	8.50
N. P. Basin Chain, 500-foot reels, No. 00	5.30
N. P. Basin Chain, 500-foot reels, No. 0	6.40
N. P. Basin Chain, 500-foot reels, No. 1	8.80
Beaded Basin Chains, per dozen	3.50
Beaded Bath Chains, per dozen	3.90
N. P. Chain Snaps, large, per dozen	.26
N. P. Chain Snaps, small, per dozen	.24
N. P. Chain "S" or "S" Hooks, per dozen	.48
¼-inch Threaded Brass Rod, per foot	.40
¼-inch Rough N. P. Brass Nuts, threaded through, 100.	3.00
¼-inch N. P. Brass Cap Nuts, per 100	3.00

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6	9.75
F115 and F125—Built-in Soap Holder, 6x6	4.90
F140—Built-in Grab Rail, 6x6	9.80
F150—Built-in Comb. Rail and Soap, 6x6	9.80
F160—Built-in Tumbler Holder, 6x6	5.00
F170—Built-in Sponge Holder, 6x6	7.90

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish	3.00
14039—Wall Soap Dish	2.90
14076—Wall Soap Dish	3.35
14049—Wall Soap Dish	4.80
14073—Wall Soap Dish	3.00
14044—Tub Rim Soap Dish	2.60
14080—Tub Rim Soap Dish	3.50
12306—6-inch Three arm Swinging Bar	4.50
12103—14-inch Three arm Swing Bar	5.90
12518—⅝x18-inch Towel Bar	3.35
12524—24-inch Towel Bar	3.75
12530—30-inch Towel Bar	4.55
11818—¾x18-inch Towel Bar	4.00
11824—24-inch Towel Bar	4.40
11830—30-inch Towel Bar	5.00
11612—1x12-inch Towel Bar	5.90
11618—18-inch Towel Bar	6.40
11624—24-inch Towel Bar	6.60
11630—30-inch Towel Bar	7.35
11912—1½x12-inch Towel Bar	12.00
14241—Wall Pattern Soap and Sponge Holder.	11.70
14502—Wall Towel Basket	19.90
15124—Tumbler and Toothbrush Holder	4.80
15118—Tumbler and Toothbrush Holder	4.95
15167—Tumbler Holder	3.40
15235—Combination T. T. B. and Soap.	11.90
15222—Combination T. T. B. and Soap.	8.15
15150—Tooth Brush Holder	1.40
15103—Tooth Brush Holder	1.60
15176—Tumbler Holder	3.40
15195—Tumbler and Toothbrush Holder	4.80
15192—Tumbler and Toothbrush Holder	4.95
15298—Tumbler and T. B. and Soap.	11.90
15291—Tumbler and T. B. and Soap.	8.15
15297—Tumbler and T. B. and Soap.	6.95
15298—Tumbler and T. B. and Soap.	12.70
14811—Comb Tray	5.70
14800—Comb Tray	6.95
15752—6x24 Shelf	10.95
15706—5x20 Shelf	8.00
15710—5x18 Shelf	7.70
15712—5x24 Shelf	8.20
15714—5x30 Shelf	9.50
15301—5x20 Rail	4.55
15202—5x24 Rail	5.00
15304—5x30 Rail	5.70
15307—6x24 Rail	5.75
15435—Paper Holders (Roll)	6.15
15420—Paper Holders (Roll)	2.90
15451—Paper Holders (Sheets)	4.95
15510—Hooks	.60
15528—Hooks	1.10
15518—Hooks	1.30
15534—Hooks	2.55
15533—Hooks	3.20
15521—Hooks	1.15
15520—Hooks	1.20
15501—Hooks	1.75
14510—Stool	12.70

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers.	19.15
No. 7 White Pyralin Square Bath Stool, Cork Top.	22.30
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4	34.30
No. 2, same, 20x28	43.35
No. 1, same, Oblong with Square Corners.	42.50
No. 2, same, 20x28	42.30
No. 3, same, 20-inch Round	36.70
No. 4, same, 24-inch	48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar.	4.10
4600—20-inch Roller Towel Bar with Lock.	5.20
2112—14-inch 2-arm Crystal Swing Rack.	3.10
2113—14-inch 3-arm Crystal Swing Rack.	4.10
2818—⅝x18-inch Crystal Bar	1.95
2824—24-inch Crystal Bar	2.20
2918—1x18-inch Crystal Bar	3.40
2924—24-inch Crystal Bar	3.80
2930—30-inch Crystal Bar	4.55
2936—36-inch Crystal Bar	6.00
2618—⅝x18-inch Opal Bar	1.95
2624—24-inch Opal Bar	2.20
2718—1x18-inch Opal Bar	3.54
2724—24-inch Opal Bar	3.95
2730—30-inch Opal Bar	4.60
2736—36-inch Opal Bar	6.15
5610—5x18-inch Crystal Shelf	4.50
5612—5x24-inch Crystal Shelf	4.90
5606—5x20-inch Crystal Shelf	4.60
5301—5x20-inch N. P. Shelf Rail	3.15
5101—Crystal Tooth Brush Holder.	.90
5150—Opal Tooth Brush Holder	.95
5108—N. P. Tooth Brush Holder.	.55
5146—Comb, Tumbler and T. B. Holder.	1.55
5191 and 5117—Tumbler Holder	1.95
5170—Tumbler Holder	1.10
5196 and 5141—Tumbler and Toothbrush Holder.	3.00
5222—Tumbler, T. B. and Soap Holder.	5.95
5291—Tumbler, T. B. and Soap Holder.	5.95
5293—Tumbler, T. B. and Soap Holder.	8.15
5298—Tumbler, T. B. and Soap Holder.	8.40

DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P., ½-inch $1.00; ½x¾, $1.10.

URINAL COCKS—E1765—Self Closing N. P., ½-inch, $3.10.

BALL COCKS—E1771—Silent ½-inch O. D. without Integral Stop, less Ball and Stem, $3.10.

BASIN COCKS—

E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing	1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing.	2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing	2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing.	2.20
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing.	2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub.	10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing.	5.30
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing.	3.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing.	4.30

CLOSETS AND TRIMMINGS

CLOSET SEATS—

L3500—White Seat, less Cover	11.35
L3600—Birch Mahogany, less Cover	4.00
L3700—Oak, less Cover	4.00
L3501—White Seat and Cover	12.00
L3601—Birch Mahogany and Cover	4.35
L3701—Oak and Cover	4.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge	20.00
L3515—White Crescent Seat	11.35
L3615—Birch Mahogany Seat	8.00
L3615½—Birch Mahogany, Cantonment Type.	4.35
L3715—Oak Seat, Mahogany, Cantonment	4.35
L3715—Oak Seat, Cantonment Type	4.35
L3516—White Crescent Seat and Cover	14.35
L3616—Birch Mahogany Crescent Seat and Cover.	8.70
L3716—Oak Crescent Seat and Cover	8.70
L3520—White Horseshoe Seat	12.50
L3620—Birch Mahogany Horseshoe Seat.	8.30
L3720—Oak Horseshoe Seat	8.30
L3521—White Horseshoe Seat and Cover	16.70
L3621—Birch Mahogany Horseshoe Seat and Cover.	8.70
Oak Mahogany Seat and Cover	8.70
L3535—White Extended Seat Closet Front.	17.35
L3635—Birch Mahogany Extended Seat Closet Front.	13.35
L3735—Oak Extended Seat Closet Front	13.35
L3536—White Extended Closet Front with Cover.	22.70
L3636—Birch Mahogany Ext. Closet Front with Cover.	16.70
L3736—Oak Extended Closet Front with Cover.	16.70
L3565—White Extended Open Front and Back.	16.70
L3765—Oak Extended Open Front and Back.	16.90
L3566—White, Ditto, with Cover	26.70
L3766—Oak, Ditto	20.00

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—

Extra Heavy Stable Cesspool—12x12x10, $7.85 each; 16x16x10, $10.65.

C. I. Plain Top Cesspool—6x6x2, $1.10 each; 9x9x8, $2.20; 12x12x4, $4.40; 13x13x4, $5.00.

C. I. Extra Heavy, Hinged Top—6x6x12, $1.20 each; 9x9x8, $2.50; 12x12x4, $4.75; 13x13x4, $5.65.

Galvanized Refrigerator Drains, 1¼-in. I. P., $1.40 each.

Blake, Iron wf. B. W. Valve — G102, 2-inch, $10.15 each; G103, 3-inch, $16.15; G104, 4-inch, $24.75.

JOSAM DRAINS—

I. P. Govt. Pattern — 203A, 5x2-inch, $14.40 each; 207A, 6x3-inch, $19.25; 2003A, 6x2-inch, $18.00.

300—4-inch N. P. Strainer, 2-inch I. P., $7.25 each.

Roof Drains—400, 4-inch, $14.40; 401, 5-inch, $16.80; 402, 6-inch, $19.20.

Wood Roof Drains — 400A, 4-inch, $16.80 each; 401A, 0-inch, $19.25; 402A, 6-inch, $21.75.

Floor Drains, 4-inch I. P. — 500A, 10-inch, $12.00; 600, 8 inch, $7.25.

M. & J. SAFETY DRAIN WITH B. W. VALVE —

2-inch Flat Iron Top, $19.80 each; 4-inch Flat Iron Top, $28.95; 4-inch Raised Iron Top, $37.95.

SHOWER STRAINERS —

3¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, $2.40 each; 4-inch ditto by 2-inch ditto, $2.70.

5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap, P2986, $10.35.

PENBERTHY AUTO CELLAR DRAINERS —

No. 1, $28.15 each; 2, $45.00; 3, $62.00. No. 1, Non-Automatic, $21.90.

Washing Machine Drainers, $4.00 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—

No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord	16.60
No. B1101—2½-gal. Badger's Chemical Extinguisher	30.00
No. B1107—Extra Hose with Nozzle	1.50
No. B1108—Hanger	.25
No. B1106—8-oz. Acid Bottles	.25
No. B1114—Universal Soda and Acid Recharge	.75
No. 0—Fire Gun Extinguisher, 1 qt.	10.00
No. 1—Fire Gun Extinguisher, 1¼ qt.	12.00
No. 2—Fire Gun Extinguisher, 1½ qt.	14.00
Universal Liquid for Recharging Fire Gun, per quart	1.75
No. B1118—2½-gal. Foamite Firepan Extinguisher	30.00
No. B1118—Pump Tank Extinguisher, 5-gal.	15.00
No. M1201—1-pint Safety Gasoline Cans	3.00
No. M1204—1-quart Safety Gasoline Cans	3.35
No. M1203—2-quart Safety Gasoline Cans	4.65
No. M1205—1-gal. Safety Gasoline Cans	5.85
No. M1208—3-gal. Safety Gasoline Cans	8.60
No. M1206—5-gal. Safety Gasoline Cans	10.00
No. M1207—6-gal. Justrite Oily Waste Can	6.65
8-gal. Justrite Oily Waste Can	7.85
10-gal. Justrite Oily Waste Can	8.00
No. 8502—Small First Aid Kit	7.50

GAS WATER HEATERS

AUXILIARY TYPE—

No. 1½, Lion, No. 35 Ruud, Double Copper Coil	18.70
No. 2, Lion, No. 85 Ruud, Triple Copper Coil	40.00

STORAGE TYPE—

Pittsburg or Ruud Multi-Coil Storage Heaters—

No.	Each
30	85.00
50	95.00
100	295.00
200	355.00
300	420.00
500	650.00

Moment Valve Thermostats—

No.	Each
30, ¾-inch	40.00
50, ¾-inch	40.00
100, ¾-inch	65.00
200, 1-inch	70.00
300, 1-inch	70.00
500, 1½-inch	80.00

AUTOMATIC TYPE—

Pressure Valve, Pittsburgh—

No.	Each
2 (Old No. 50)	105.00
2½ (New No. 50)	120.00
3 (New No. 60)	165.00

Thermostat Type Pittsburgh

No.	Each
2½ (New No. 55)	135.00
3 (New No. 65)	195.00
4	240.00
6	310.00
8	410.00

Combination Boiler and Heater—

No. 30, Royal Auto	78.15
No. 40, ditto with Thermostat	91.25
Marvel, ditto, less Thermostat	85.70
No. 40, ditto	45.00

LEAD GOODS

HALF AND HALF SOLDER — 500 lb. lots, $30.75; 100 lb. lots, $32.00; less, $33.00.

EXTRA WIPING SOLDER—500 lb. lots, $26.75; 100 lb. lots, $28.00; less, $29.35.

Wire Solder, Smooth, $36.75.

CALKING LEAD — 2000 lb. lots, $10.80; 500 lb. lots, $11.15; less, $11.50.

PIG LEAD — 2000 lb. lots, $10.50; 500 lb. lots, $10.80; less, $11.15.

SHEET LEAD — Full Rolls, $15.50; Cut Pieces, full width, $15.80; Cut Pieces, odd sizes, $16.80.

¼-inch Lead Tubing, $17.95.

Bar Tin, $80.00.

Block Tin Pipe, full reel and coils, $66.75.

Block Tin Pipe, cut pieces, $75.50.

LEAD BENDS — 4x5½x10, $1.70 each; 4x5½x12, $1.95; 4x5½x15, $2.30; 4x5½x18, $2.65; 4x5½x20, $2.85; 4x10x10, $2.25; 4x10x12, $2.45; 4x10x15, $2.80; 4x10x18, $3.10; 4x10x20, $3.35.

LEAD PIPE—⅜-inch to 1½-inch, full reels and coils, $11.75; 2, 3, 4-inch Lead Soil Pipe, full lengths, $11.75; Other sizes 2½ to 5-inch, full lengths, $12.40; Cut Pieces, all sizes, $13.10.

Note—Add to lead pipe when full reels are taken $2.70 per reel.

Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at $2.00 each net, no freight allowance, on receipt of prepaid B. L.

LEAD WASHERS—$26.20 per 100 lbs.

LEAD WOOL—$22.70 per 100 lbs.

TRAPS—Standard—1¼ Short "P," 60c each; 1¼ Long "P," 90c; 1½ Short "P," 90c; 1½ Long "P," $1.15. 1¼ Short "S," 65c; 1¼ Long "S," $1.10; 1½ Short "S," $1.05; 1½ Long "S," $1.50.

Extra Heavy—1¼ Short "P," 90c each; 1¼ Long "P," $1.30; 1½ Short "P," $1.25; 1½ Long "P," $1.60; 1¼ Short "S," $1.00; 1¼ Long "S," $1.65; 1½ Short "S," $1.45; 1½ Long "S," $2.25.

COMBINATION BENDS AND FERRULES — 4x5½x12, $2.50 each; 4x5½x14, $2.75; 4x5½x16, $2.95.

COMBINATION FERRULES, LEAD AND IRON — 4x4, 60c each; 4x6, $1.00; 4x8, $1.20; 4x10, $1.45; 4x12, $1.60; 4x14, $1.85; 4x16, $2.00.

Lead Traps and Bends not shown above — Barrel lots plus 40 per cent; Less, 50 per cent.

Lead Drum, Traps, Comb. Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE

PIPE — Random	Wrought Steel Blk.	Wrought Steel Gal.	Wrought Iron Blk.	Wrought Iron Gal.	Standard Thread
⅛	$ 5.25	$ 7.65	.....	.....	.15
¼	5.25	7.65	$ 12.40	$ 15.50	.16
⅜	5.25	7.65	12.40	15.50	.16
½	6.65	8.50	12.70	16.00	.18
¾	8.40	10.35	15.60	19.50	.19
1	11.70	14.85	22.40	28.25	.18
1¼	15.85	20.05	30.30	38.25	.22
1½	18.90	23.85	36.60	45.65	.24
2	25.35	32.20	52.30	64.00	.30
2½	41.75	52.80	84.00	97.00	.46
3	54.60	69.05	111.25	127.00	.60
3½	70.30	87.70	131.80	163.25	.76
4	83.25	103.85	156.00	194.00	1.06
4½	100.55	126.00	194.60	226.60	.....
5	117.15	146.40	226.60	264.00	1.66
6	152.05	189.60	296.00	341.25	2.10
7	208.80	261.60	.....	.....	2.56
8 25 lb.	220.80	274.80	.....	.....	3.00
9	308.40	.....	.....	.....	3.75
10 32 lb.	333.60	.....	.....	.....	4.50
12	429.60	.....	.....	.....	7.50

Cutting Charge—½ Standard Threading. All prices quoted per 100 feet.

Plugged and Reamed—2-in., $13.00; 2½-in., $61.75; 3-in., $80.50.

PIPE FITTINGS

CAST IRON — BLACK —	¼	⅜	½	¾	1	1½	2	3	4
Bends, Y	...	...	.32	.45	.48	.95	1.15	3.00	4.80
Bends, Rt. OP	...	...	...	.37	.42	.77	1.15	1.60	7.80
Bends, Rt. CP	...	...	.30	.33	.37	.65	.85	2.35	6.30
Bushings	.06	.06	.06	.07	.09	.13	.20	.42	.70
Crosses	...	...	.26	.35	.38	.75	.90	2.40	....
Elbows, 90 dg.	.08	.08	.10	.13	.15	.28	.40	1.05	1.45
Elbows, 45 dg.	.10	.10	.11	.16	.19	.34	.48	1.10	1.75
Elbows, Red	...	.10	.11	.14	.17	.33	.45	1.05	1.70
Plugs	.03	.03	.03	.05	.06	.11	.15	.38	.63
Tees	.13	.13	.14	.19	.21	.40	.58	1.35	2.10
MALLEABLE — BLACK —									
Bends, Rt. OP	...	...	.23	.48	.62	1.20	1.90	....	....
Bends, Rt. CP	...	...	.19	.32	.49	.81	1.25	....	....
Caps	.03	.05	.06	.11	.17	.27	.43	1.15	1.90
Crosses	.10	.17	.27	.44	.55	.75	1.10	2.90	4.25
Crosses, Red	...	.23	.50	.59	.76	1.11	1.55	4.00	5.85
Couplings, R.H.	.07	.10	.14	.22	.23	.48	.81	1.62	....
Elbows, St	.06	.09	.11	.11	.16	.34	.55	1.30	2.50
Elbows, Red	.12	.14	.14	.22	.22	.48	.70	1.70	3.35
Elbows, 45 dg.	.06	.09	.12	.19	.29	.62	.95	1.45	2.45
Elbows, 90 dg.	.05	.08	.13	.21	.21	.46	.78	2.38	4.16
Locknuts	.03	.04	.06	.10	.16	.25	.25	1.25	2.85
Reducers	.10	.06	.09	.13	.20	.26	.35	.95	1.60
Tees	.08	.12	.15	.16	.23	.51	.75	2.35	3.45
Tees, Red	.27	.30	.30	.42	.44	.90	1.25	4.30	6.90
Tees, 4-Way	...	.21	.32	.49	.73	1.40	2.30	....	....
MALLEABLE — GALVANIZED —									
Bends, Rt. OP	...	...	.30	.60	.90	1.30	3.60	8.00	....
Bends, Rt. CP	...	...	.29	.50	.73	1.45	2.40	....	....
Caps	.04	.07	.10	.17	.24	.43	.68	1.85	3.00
Crosses	.15	.27	.39	.65	.75	1.20	1.70	4.60	6.90
Crosses, Red	...	.36	.52	.86	1.16	1.50	2.45	6.20	9.75
Couplings, R.H.	.09	.15	.20	.32	.33	.76	1.30	2.54	....
Elbows, 90 dg.	.08	.12	.19	.30	.32	.70	1.10	2.80	5.05
Elbows, Red	.18	.20	.21	.31	.32	.78	1.10	2.85	5.25
Elbows, 45 dg.	.08	.14	.18	.28	.42	.92	1.30	2.25	4.30
Elbows, St	.08	.12	.16	.18	.25	.55	.65	2.10	3.85
Locknuts	.05	.06	.09	.14	.23	.30	.40	1.60	4.20
Reducers	.24	.11	.16	.29	.32	.59	1.00	2.10	3.80
Tees	.12	.18	.22	.24	.36	.70	1.15	3.25	5.25
Tees, Red	.17	.19	.19	.30	.39	.55	.95	2.55	4.45
Tees, 4-Way	...	.32	.49	.81	1.08	2.05	3.50	....	....

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—

	¼ & ⅜	½	¾	1	1½	2	3	4
Cl Sh. . .	3.60	4.50	5.13	6.84	11.12	15.39	33.00	61.00
Long . . .	5.40	6.30	7.70	11.12	17.10	19.00	50.00	87.00
4 in. long	6.30	7.20	....	....	....	....	.....	.....
5 in. long	7.20	9.00	9.40	12.82	17.00	22.00	.....	.....
6 in. ling	9.00	10.80	11.12	15.40	24.80	26.00	58.00	.....
NIPPLES — GALVANIZED — Per 100 —								
Cl. Sh. . .	5.40	5.40	6.84	9.41	17.96	23.09	47.90	97.25
Long . . .	9.90	9.90	11.25	15.20	28.00	30.00	71.00	128.00
4 in. long	10.80	11.70	....	....	....	....	.....	.....
5 in. long	13.50	14.40	15.39	20.52	26.50	35.55	.....	.....
6 in. long	15.30	16.20	17.96	23.94	31.50	41.75	111.15	.....

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, ¼-inch to ⅜-inch, $10.40 each; No. 1, ¼-inch to 1-inch, $13.65; No. 1½, ¾-inch to 1¼-inch, $12.85; No. 1¾, $12.85; No. 2, 1¼-inch to 2-inch, $18.85; No. 3, 2½-inch to 3-inch, $45.50.

Extra Dies and Bushings—List plus 50 per cent.

Miller s Reversible Ratchet Stocks and Dies—"B" complete, ¼-inch to 1-inch, $21.30 each; "C," 1-inch to 1½-inch, $24.05; "D," 1¼-inch to 2-inch, $28.10.

Extra Dies, Bushings and Die Frames, List plus 30 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, ⅛ to ½-inch, $10.80 each; No. 2, ¼ to 1-inch, $14.40; No. 2½, ½ to 1¼-inch, $16.80; No. 3, 1 to 2-inch, $21.60.

Extra Dies—List plus 30 per cent. All other Repairs list plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, ⅛ to ¾-inch, $26.60 each; ¼ to ¾-inch, $22.40; ½ to ¾-inch, $14.00.

Dies with Heads—⅛, ¼ or ⅜-inch, $4.20; ½ or ¾-inch, $4.90.

Extra Dies (4 segments), all sizes, $2.80 each.

Ratchet only, $4.20.

No. 0 complete, ⅛ to ¾-inch, $22.40. R. H. Dies, complete, 3 sets, $9.00. L. H. Dies complete, 5 sets, $15.00.

No. 1 complete, 1 to 2-inch, $26.40.

1-A Ratchet complete, 1 to 2-inch, $33.00. Dies complete (3 sets), 1¼, 1½, $6.75. Same, Single Set, 4 pieces, $2.25. 2-inch Dies for No. 1 or 1-A, $3.25.

No. 2 complete, 2½ to 4-inch, $110.00. Dies, complete, 4 sets, $35.20. Dies, single sets, 5 pieces, $8.50.

No. 3 complete, 4½ to 8-inch, $330.00. Dies, complete, 5 sets, $66.00; Dies, single sets, 5 pieces, $18.20.

No. 4 complete, 9, 10 and 12-inch, $550.00. Dies complete 3 sets, $66.00. Dies, single set, 5 pieces, $22.00.

No. 10 complete, 1 to 2-inch, $36.40. R. H. Dies complete, 4 pieces, $5.52. L. H. same, $5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, $44.20.

No. 25, complete, 2½ to 6-inch, $253.04. Dies, complete, 4 pieces, $8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, $660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, ⅜ to 1-inch, $30.60 each. Extra Die Heads and Chasers, ⅜-inch, $5.10; ½ or ¾-inch, $5.96; 1-inch, $6.80. Extra Chasers, any size (4), $2.76.

No. 6 Beaverette, complete, ¼ to ¾-inch, $24.00. Extra Dies, per set, $4.50.

No. 23 Stock and Die, complete, 1-inch to 2-inch, $26.40. Extra Die Heads, ½ or ¾-inch, $6.06.

No. 25, complete, 1 to 2-inch, $36.00. Extra Dies, per set, $4.66.

No. 26, Ratchet, complete, 1 to 2-inch, $42.00.

No. 41, complete, 2½ to 4-inch, $110.00. Extra Dies, per set, $12.00.

No. 61, complete, 2½ to 6-inch, $264.00. Extra Dies, per set, $26.60.

Other repair parts for No. 6—List plus 50 per cent.

Other repair parts for 23, 25, 26, 41 and 61—List plus 33 1-3 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, ⅛ to 2-inch, $4.50 each; 18-inch, 1 to 5-inch, $9.00. Extra Straps — 12-inch, $1.00; 18-inch, $2.00. Basin Wrench, $4.50; Spud Wrench for Radiator Nipples, $3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, ⅛ to ¾-inch, $3.40 each; No. 31 or 11, ⅛ to 1½-inch, $4.70; No. 32 or 12, ¼ to 2½-inch, $6.70; No. 33 or 13, ¾ to 4-inch, $9.40; No. 33½ or 13, 1 to 6-inch, $12.00; No. 34 or 14, 1½ to 8-inch, $14.80; No. 35 or 15, 2 to 12-inch, $24.00. Extra Parts, List plus 70 per cent.

Agrippa Chain Wrenches—No. 21, ⅛ to 1½-inch, $4.70 each; No. 22, ¼ to 2½-inch, $6.70; No. 23, ¾ to 4-inch, $9.40; No. 23½, 1 to 6-inch, $12.00; No. 24, 1½ to 8-inch, $14.80; No. 25, 2 to 12-inch, $24.00. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, $18.00 each; No. 1, 2 to 6-inch, $32.00; No. 2, 2½ to 10-inch, $64.00; No. 3, 3 to 14-inch, $120.00.

Walworth Reversible Bostong Wrenches—No. 2, ⅛ to 2-inch, $11.00.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, ⅛ to 1-inch, $4.50 each; No. 2, ⅛ to 2-inch, $6.00; No. 3, 1½ to 3-inch, $10.00; No. 4, 2½ to 4-inch, $20.00; No. 5, 4 to 6-inch, $30.00; No. 6, 6 to 8-inch, $40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels — No. 1, 60c each; No. 2, 72c; No. 3, $1.60; No. 4, $2.00; No. 5, $1.32.

Saunders Roller Type—No. 1, ⅛ to 1-inch, $3.90 each; No. 2, 1 to 2-inch, $5.96; No. 3, 2 to 3-inch, $14.30; No. 4, 2½ to 4-inch, $23.40; No. 5, 4 to 6-inch, 36.40. Extra Parts, List plus 40 per cent.

Knurled Wheels — No. 1, 60c each; No. 2, 72c; No. 3, $1.32.

Trimo—No. 1, ⅛ to 1¼-inch, $4.95 each; No. 2, ⅛ to 2-inch, $6.60; No. 3, 1¼ to 3-inch, $11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, ⅛ to 1-inch, $27.00 each; No. 5, ⅛ to 2-inch, $30.00; No. 10, 2½ to 4-inch, $120.00.

Extra Knives, per set—No. 1, $1.60 each; No. 5, $2.00; No. 10, $3.34.

Toledo — No. 250, 2½ to 6-inch, $160.00 each. Extra Blades (Set of 4), $6.40.

MISCELLANEOUS CUTTERS—Chesterton or Fletcher Gauge Glass Cutter, A5903, $4.00 each.

Gasket Cutter, $1.80.

PIPE TAPS AND REAMERS—R. H. A4201—⅛ to 1-inch, List less 20 per cent; 1¼ to 2-inch, List less 10 per cent; 2½ to 3-inch, List plus 40 per cent; 3½ to 4-inch, List plus 70 per cent..

L. H. A4201 and Reamers A4202—⅛ to 1-inch, List plus 10 per cent; 1¼ to 2-inch, List plus 32 per cent; 2½ to 3-inch, List plus 70 per cent; 3½ to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, ¼ to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, ⅜ to 1¼-in., $12.48 each; E4851, ⅜ to 3-inch, $18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—⅜ to 3-inch, $19.20 each.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top —

No.	Each.
18, 12x36	12.65
24, 12x48	13.75
30, 12x60	13.25
40, 14x60	17.35
52, 16x60	30.70
66, 18x60	55.50
82, 10x60	66.00
100, 22x60	91.00
120, 24x60	126.00
144, 24x72	175.00
168, 24x84	150.00
192, 24x96	190.00

Standard Galvanized Horizontal —

No.	Each.
30, 12x60	14.50
40, 14x60	19.10
52, 16x60	33.75
66, 18x60	61.00

Double Extra Heavy, Vertical, six- year guarantee—

No.	Each.
30, 12x60	20.00
40, 14x60	26.70

Extra Heavy Galvanized Vertical or Horizontal—

No.	Each.
30, 12x60	15.00
40, 14x60	21.35
52, 16x60	40.00
66, 18x60	76.70
82, 20x60	92.00
100, 22x60	152.00

Graves 300-lb. W. P. 6 year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.
30, 12x60	47.50
40. 14x60,	57.85

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—

No.	Each.
30, 12x60	52.80
40, 14x60	56.50
52, 16x60	83.60
66, 18x60	154.00
82, 20x60	183.35
100, 22x60	249.50

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Range Boilers—Continued.

Boiler Stands—	
Hawks Universal.....	2.35
Sanders Adjustable...	1.00
Foster	1.50
12-in. American Ring..	2.20
14-in. American Ring..	2.55
16-in. American Ring..	3.60
18-in. American Ring..	5.00
20-in. American Ring..	6.00
22-in. American Ring..	8.00
24-in. American Ring..	9.35
½-in. Range Boiler Relief Valves	2.00
½-in. Stack Combination Relief Valves & Faucets, Set 85 lbs.....	7.35
Ditto, Set 150 lbs.....	7.85

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—P910, P6450—3-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.

P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $73.35.

P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.35; 6x20-in., $96.70; 6x24-in., $112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.85; H1635, P6503, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall Fountain with Trays, $17.75; B7500, Self Closing Sink Bubbler, $6.75; B7600, Self Closing Sink Bubbler, $4.75; B7800, Self Closing Swinging Sink Bubbler, $10.35; B8000, Self Closing Swinging Basin Bubbler, $8.00; B8100, Self Closing Basin Bubbler, $6.35; B8200, Self Closing Basin Bubbler, $14.00; B8300, Self Closing Swinging Basin Bubbler, $11.75; B8700. Nozzle ⅜-in. I. P., $1.20.

GLAUBER DRINKING FOUNTAINS—H503A, $8.00; H504E, $7.55; H510A, $8.55; H510B, $8.55.

MUELLER DRINKING FOUNTAINS—E3728, $8.70; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.

P6991, P6706-7, P6715-16, P6720-21 — 20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.

P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70

P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.

P6814—22x26-in., $4.00.

P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.

P6817-18, P6822-23, P6826-27—20x30-in., $3.50.

ADJUSTABLE SINK LEGS — P6992—Type "A"—Painted, $3.00 each; enameled, $4.00.

Type "B"—Painted, $3.50 each; Enameled, $5.35.

The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS — K1176, C730, P7010 — 20-in., $5.35; 24-in., $6.35; 30-in., $6.70; 36-in., $10.35; 40-in., $12.35; 42-in., $12.70; 48-in., $16.35.

END PIECES—K1182, P7012—18-in., $5.70; 20-in., $6.20; 22-in., $6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., $7.75; 14x20-in., $8.35; 16x24-in., $8.80; 18x24-in., $9.60; 18x30-in., $9.60; 18x36-in., $14.40; 20x24-in., $10.20; 20x30-in., $10.60; 20x36-in., $15.70; 22x36-in., $16.35; 20x40-in., $20.00; 24x48-in., $26.70.

STEEL SINKS — New Era Galvanized — 16x24-in., $4.40; 18x30-in., $5.90; 18x36-in., $7.60; 20x30-in., $7.10; 20x36-in., $9.00; 20x40-in., $9.35.

New Era, Painted — 16x24-in., $4.00; 18x30-in., $5.10; 18x36-in., $6.50; 20x30-in., $6.30; 20x36-in., $7.80; 20x40-in., $8.00.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., $53.40; 10-gal., 12½x14-in., $93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., $36.00; 18x22-in., $42.00; 20x22-in., $44.00; 20x24-in., $46.70.

K1212, P7285—16x20-in., $34.00; 18x22-in., $40.00; 20x22-in., $42.00; 20x24-in., $44.70.

K1230, C670, P7274—Enameled inside, with 2-in., outlet and N. P. Duplex Strainer—16x16x10-in., $10.70; 16x16x12-in., $12.40; 20x14x12-in., $12.40; 20x16x12-in., $14.00; 22x20x12-in., $18.00; 24x18x12-in., $16.35; 24x20x12-in., $17.70; 30x20x12-in., $28.00; 36x20x12-in., $31.70.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, $12.00; Enameled all over, $15.00.

SEWER PIPE

VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.

BRANCHES AND CURVES—3-inch, 35c each; 4-inch, $1.10; 6-inch, $1.50; 8-inch, $2.15; 10-inch, $3.00.

TRAPS—3-inch, $2.15 each; 4-inch, $2.70; 6-inch, $3.75; 8-inch, $6.40; 10-inch, $8.95.

TRAYS AND ENAMELED URINALS

LAUNDRY TRAYS—Less Fittings—K1248, P7300, $103.70.

For additional hardwood Wringer Holder between sections, add $4.00.

K1250, P7320—1-Section, $57.35; 2-Section, $106.70; 3-Section, $153.35.

P7338—1-Section, $58.35; 2-Section, $97.35; 3-Section, $145.35. Without Wringer Holders, deduct $4.00 each.

K1268, C830, P7350—1-Section, $24.35; 2-Section, $48.70; 3-Section $73.00.

For Wood Covers, each section, add $6.70.

For N. P. Union Strips, add $3.35 each.

URINALS—K1479, C960, P9960—Enameled Inside Urinal with Concealed Wall Hangers, Brass Bee Hive Strainer, Tank with Automatic Fittings, Flush Pipe, Tee and Brass Washdown Pipe, less Trap—2-ft., $66.70; 2½-ft., $73.40; 3-ft., $78.70; 3½-ft., $83.50; 4-ft., $90.00; 5-ft., $106.70; 6-ft., $123.50.

P9965—Add to List Price of P9960 Urinal the List Price for Polished Brass Perforated Washdown Pipe fitted along back, ends and front. The length given refers to length of P9960 Urinal desired—2-ft., $13.40; 2½-ft., $14.70; 3-ft. $15.40; 3½-ft., $16.00; 4-ft., $16.70; 5-ft., $18.00; 6-ft., $19.40.

P7460 and 7465—1 Tray, $106.70; 2 Trays, $180.00.

For Combination Drain Board and Tray Cover add $10.70 each.

P7480 and P7485, Sink and One Laundry Tray—20x24-in., $54.00; 20x30-in., $56.00; 20x36-in., $60.00.

P7480 and P7485, Sink and Two Laundry Trays—20x24-in., $84.70; 20x30-in., $93.35; 20x36-in., $100.00.

ENAMELED IRON CLOSETS—P9050, Delecto Bowl—Enameled inside, $36.70; Enameled all over, $40.00.

P9055, Arno Bowl—Enameled inside, $30.00; Enameled all over, $33.85. For Local Vent, add $3.35.

ENAMELED IRON TANKS—P9262, Enameled all over, with Fittings, $26.70.

P9264, Enameled all over, with Fittings, $26.70.

H1, Haas Frost Proof Closets, $36.90.

H2, Haas Frost Proof Closets, $20.55.

700, Haas Pressure Valve Tank, Flush Tank and Seat, Less Bowl, $38.70.

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of $1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

WANTED

Wanted—A live partner to buy half interest in an old, well established Manufacturers' Agency operating in the Southwest, selling to Hardware, Grocery and Woodenware Jobbers. Must have hardware experience. Consideration $7500. Cash $5000. References exchanged. Box 100, care HARDWARE WORLD, St. Louis.

BUSINESS FOR SALE

Hardware and Plumbing business, building and fixtures, in San Joaquin Valley; $16,000, part cash. Address E. L., care HARDWARE WORLD. (N.D.J.)

WANTED

Wanted—Live representation on a commission basis for factory, manufacturing a high grade, popular priced line of bathroom fixtures. Excellent side line for wide awake salesman. Write for territory and particulars. Keystone Specialties Co., East Stroudsburg, Penn. (tf)

FOR SALE

For Sale — Good hardware store — good home and 14.40 acres Thomson seedless vineyard in Sacramento Valley. Write HARDWARE WORLD for information. (tf)

WESTERN SALES REPRESENTATIVE WANTED

For the territory from Denver to the Pacific Coast to represent our line of English and French imported cutlery, pliers, scythes, shears, etc. Prefer one familiar with high grade cutlery. Address A. F., care HARDWARE WORLD.

PACIFIC NORTHWEST REPRESENTATIVE WANTED

Young man to represent us on a profit sharing basis for a few select factory lines going to retail trade only. One who is alive and awake, with ambition—here is a good opening. Address A. L. S., care HARDWARE WORLD.

WANTED

Wanted—To hear from owner of Hardware Store for sale. State cash price, full particulars. D. F. Bush, Minneapolis, Minnesota. (O. N. D.)

SIDELINE SALESMAN WANTED

Sideline Salesman — Liberal commission on initial and repeat orders for selling our improved Butter Churn. Give territory desired. James Churn Mfg. Co., Dept. B, 7 North Main Street, St. Louis, Mo.

FOR SALE

Department store in country town "Everything in Merchandise," excellent location, good clean stock. Doing good business and making money. Would like to correspond with parties looking for a good opening in a going business. Capital $60,000.00, fully paid will sell at par. Not a bankrupt sale, business in good condition. Best of reasons for selling. Address W.S.M., care HARDWARE WORLD. (O.N.D.J.)

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Shot Cartridges—

	Black.	Smokeless.
22 Long	$0.65	$0.70
44 Win. Wd. End	1.70	2.00
44 Mar. Game Getter	1.70	1.95
44 XL	1.85	2.10
40-82	1.65	...
45-70	1.65	...
Blank Cartridges—		
22	$0.20	
32 S. & W.	.75	
38 S. & W.	.90	
Caps and Primers—		
Percussion Caps	.25	
Muscat Caps	.30	
Primers, 100 in box	.50	
Primers, 250 in box	1.15	
New No. 4 and 38 Primers	.60	
Wads—		
Cardboard, box of 250	.20	
Blk. Edge, Reg. box of 250	.60	
Blk. Edge, ½" box of 125	.45	
Blk. Edge, ½" box of 250	.90	

Rim Fire, Cartridges—

	Semi-Smokeless.	Smokeless.
BB Caps	$0.35	$0.35
CB Caps	.45	.45
22 Short	.25	.35
22 Short H P	.30	.35
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.35	.40
22 Long Rifle H P	.40	.50
22 S. & W. Long	.35	.40
22 Extra Long	.55	...
22 W R F	.55	.60
22 W R F, H P	.60	.65
22 Win & Rem Auto	...	.60
22 Win & Rem Auto, H P	...	.65
25 Short Stevens	.60	...
25 Stevens	.85	...
32 Short	.60	...
32 Long	.70	...
38 Short	1.00	...
38 Long	1.20	...
41 Short	1.00	...
41 Long	1.05	...
Center Fire, Cartridges—		
32 Win SS	1.50	1.75
22-15 Stevens	.65	...
25-20 Stevens Lead Blt.	1.85	2.05
25-20 Stevens S.P.& M.C.	1.90	2.20
25-20 Mod. 92 Lead	1.65	1.90
25-20 Mod. 92 S.P.& M.C.	...	2.00
25-20 Mod.92 H.V.S.P.& M.C.	...	2.15
25 Colts Auto	...	1.60
30 Bor S.P.& M.C.	...	2.60
30 Luger S.P.& M.C.	...	2.60
30 Mau S.P.& M.C.	...	2.60
30 Mau in Clips S.P.& M.C.	...	1.35
32 Smith & Wesson	1.15	1.25
32 S.& W. Metal Pt.	...	1.30
32 S.& W. Long	1.15	1.35
32 S.& W.Long Metal Pt.	...	1.45
32 Short Colts	1.15	1.25
32 Long Colts	1.25	1.35
32 Colts New Police or Police Pos.	1.25	1.35
32 Colts Auto S.P.& M.C.	...	1.75
32 Win or 32-20 Lead Blt.	1.65	1.90
32 Win or 32-20 S.P.& M.C.	...	2.00
32 Win or 32-20 H.V.S.P.& M. C.	...	2.15
35 S.& W.Auto S.P.or M.C.	...	1.75
38 S. & W.	1.40	1.55
38 S. & W. Mtl. Pt.	...	1.60
38 S. & W. Special	1.70	1.80
38 S. & W. Special Mtl. Pt.	...	1.95
38 Colts New Police or Police Pos.	1.40	1.55
38 Colts New Police or Police Mtl. Pt.	...	1.65
38 Short Colts	1.40	1.55
38 Long Colts	1.50	1.65
38 Colts Auto S.P.& M.C.	...	2.50
380 Colts Auto S.P.& M.C.	...	2.40
9 M-M Lug. S.P.& M.C.	...	2.75
38-40 Lead Bullet	2.00	...
38-40 S.P.& M.C.	...	2.45
38-40 HI.Vel.S.P.& M.C.	...	2.70
41 Short Colts	1.65	1.80
41 Long Colts	1.90	2.15
44 S. & W. Am.	2.00	...
44 S. & W. Rus.	2.15	2.30
44 S. & W. Spec.	2.30	2.50
44 Win or 44-40 Ld. Blt.	2.00	...
44 Win or 44-40 S.P.& M.C.	...	2.45
44 Win or 44-40 H. V. S.P.& M. C.	...	2.70
44 Game Getter	2.00	2.25
44 Webley	1.80	...
44 Bull Dog	1.75	...
45 Webley	2.25	...
45 S. & W.	2.40	...
45 Colts	2.15	2.40
45 Colts Auto	...	2.90
50 Rem. Pistol	...	2.25

Rifle Cartridges—
Cost—Factory List Less 10-5%.

	Semi-Smokeless.	Smokeless.
22 HI.Pr.Savg.S.P.&M.C.	...	$1.55
M-M S.P.&M.C.	...	2.20
M-M Short RangeS.P.&M.C.	...	1.85
7 M-M Mauser S.P.&M.C.	...	2.20
7-65 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mann S.P.&M.C.	...	2.20
9 M-M Mann S.P.&M.C.	...	2.30
25-21 Stevens S.P.&M.C.	$0.90	1.10
25-25 Stevens S.P.&M.C.	.90	1.10
25-36 Marlin S.P.&M.C.	...	1.40
25 Rem.S.P.&M.C.	...	1.40
25-35 Win.S.P.&M.C.	...	1.40
25-35 Short Range Lead	...	1.30
250-3000 Savg.S.P.& M.C.	...	1.75
256 Newton S.P.& M.C.	...	2.25
280 Ross Win & UMC Make	...	2.50
280 Ross, Ross M'keC.T.&M.C.	...	2.65
30-30 S.P.&.M.C.	...	1.55
30-30 Miniature M.C.	...	1.50
30-30 Short Range Lead	...	1.30
30 Rem.S.P.& M.C.	...	1.55
303 Savg.S.P.& M.C.	...	1.55
303 Savg.Min.M.C.	...	1.50
303 Savg. Short Range ad	...	1.30
30 Newton	...	2.50
0 Springfield 03 Rimless S.P. & M. C.	...	2.25
30 Springfield 06 Rimless S.P. & M. C.	...	2.25
30-220 Win.or Krag S.P.&M.C.	...	2.10
30-220 Win.or Krag S.P.&M.C., Middle Range	...	1.80
303 British S.P.& M.C.	...	1.55
2 Rem.	...	1.55
2 Win. Self Ldg. S.P.& M.C.	...	2.75
Win. Spcl. S.P.& M.C.	...	1.55
2-40 Lead	1.20	...
2-40 S. P. & M. C.	...	1.40
32 Hi.Vel.S.P.& M.C.	...	1.55
32-40 Short Range Lead	...	1.20
32-40 Miniature M.C.	...	1.25

5c a box off 100 lots.
10% off 500 lots.

SHELLS LOADED—
MEDIUM GRADE.
BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
3¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs. x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz.,, chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2⅛ drs. x ⅞ oz., chilled shot	1.35

Trap Loads—

12 3 drs. x 1¼ oz., 7½ chilled	1.35
3⅛ drs. x 1¼ oz., 7½ chilled	1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot	1.05

Caps and Primers—

Percussion	.20	...
Musket Caps	.25	...
Primers, 100 in box	.35	...
Primers, 250 in box	.80	...

Empty Paper Shells—Black pow.—

12, 16, 20 Ga., per 100	2.00
10 Ga. per 100	2.30

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.55
10 Ga. per 100	2.65

Empty Brass Shells—

Best Quality 12, 16, 20, 28; box 25	3.00
2nd Quality 12, 16, 20, 28; box 25	2.30

Wads—

Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ¼ in., 125 in box	.40
Black Edge, ¼ in., 250 in box	.30

ADZES—UNHANDLED—
Lipped Ship — Barton's or Colliers's, 5½ in., $7.25; 6-inch, $7.75.
Plain Ship—Plumb, No. 780, $3.00; Hunt's, $2.75.
Carpenter's—Plumb, Nos. 740, 750, $2.50; Hunt's, $2.25.
Railroad—Plumb, No. 770, $2.70; American, $1.75.

ALUMINUM WARE, CAST—
Griddles—Size 7, $2.65; 8, $3.00; 9, $350; 12, $3.75.
Kettles, Berlin — 2½ qts., $4.50; 4, $5.25; 5, $6.25; 6, $6.50.
Kettles, Maslin—4 qts., $4.00; 6, $4.50; 8, $6.00; 12, $8.25.
Kettles, Tea—Size 6, $5.50; 7, $5.75; 8, $6.25.
Pans, Lipped Sauce—2 qts., $3.65; 3, $4.00; 4, $4.50.
Skillets—Size 6, $2.75; 7, $2.85; 8, $3.15; 9, $3.65.
Spoons, Basting—15-inch, 30 cents.
Spoons, Mixing—13-inch, 30 cents.
Waffle Moulds—Size 7, low, $4.00; 8, low, $4.00; 7, deep, $4.00; 8, deep, $4.50.

ALUMINUM WARE, PRESSED—

Boilers, Rice—		4 quart	1.35
1½ quart	1.50	6 quart	1.75
3 quart	2.25	8 quart	2.10
Cups—		10 quart	2.35
Collapsible	.15	Kettles, Preserving—	
Measuring	.20	4 quart	1.15
Covers, Pot—		6 quart	1.50
8 inch	.20	10 quart	2.00
8½ inch	.20	14 quart	3.25
9½ inch	.25	Kettles, Tea—	
10½ inch	.35	5 quart	2.50
11½ inch	.40	6 quart	3.00
Kettles, Convex—		8 quart	3.25
2 quart	.90		

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RETAIL SELLING PRICES—Continued

ALUMINUM WARE, PRESSED—Continued.

Ladles—
½ pint ..... .20
Moulds, Jelly—
2841 to 2848 ..... .10
Pans, Biscuit—
11⅝x7½x1½ inch... .60
Pans, Bread—
9⅝x5⅝x2¾ inch.... .55
Pans, Cake—
Round, Plain, 8⅞ in.. .30
Round, Plain, 9⅝ in.. .40
Rd., Loose Bot., 8⅞ in. .50
Rd., Loose Bot., 9⅝ in. .60
Square, Plain, 9½ in.. 1.00
Tube, Plain, 9 inch... .80
Tube, Plain, 9⅝ inch. 1.10
Mountain, 9⅜ inch.. .40
Pans, Corn Cake—
6-cup ..... .75
12-cup 1.35
Pans, Dish—
10 quart 1.85
17 quart 2.75
Pans, Fry—
9⅞ inch 2.25
10¾ inch 2.50
Pans, Milk—
6 quart 1.40
Pans, Pie—
9⅝ inch ..... .40
Pans, Pudding—
1 quart ..... .45
2 quart ..... .60
4 quart ..... .90
Pans, Convex Sauce—
1 quart ..... .60
3 quart 1.00
6 quart 1.65
Pots, Fireless Cooker—
4 quart 1.35
6 quart 1.50
8 quart 1.85

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25. Sebco, 3-16x½ in., ¾ in., 1 in., $5.00 per hundred list; ¼x½ in., ¾ in., 1 in., $5.60 per hundred net.

ANVILS: Steel Face — 20-lb., $6.75; 30-lb., $8.00; 40-lb., $9.50; 50-lb., $11.25. Wrought — Trenton, base, 30c lb.; Hay-Budden, base, 35c lb.
Advances for size on Hay-Budden anvils—20-29 lbs., cwt., $8.00; 30-39 lbs., cwt., $5.00; 40-49 lbs., cwt., $3.00; 50-59 lbs., cwt., $2.00; 60-69 lbs., cwt., $1.00; 70-79 lbs., 50c; 80-425 lbs., base.

ANTIMONY—Slab, 25c lb.

APRONS: Carpenter — 100, 40c each: 24" 8-oz., white, 1 pocket, 101, each, 65c; 24" 8-oz., brown, 3 pockets, 102, each, 70c; 36" 8-oz., brown, 3 pockets, 105, each, $1.05; 48" 10-oz., brown, 7 pockets, 106, each, $1.95; 48" 10-oz., brown, 3 pockets, 16, each, $1.80; 48" 10-oz., closed leg, 7 pockets, 17, each, $2.25.
Lumberman's—36" 10-oz., brown, double front, no pockets, each, $1.15.
Teamster's—48" 10-oz., brown, 1 pocket, each, $1.80.

AUGERS—Greenlee or Snell's—

	⅝"	⅞"	1"	1⅛"	1⅜"	2"
Boring	$1.25	$1.65	$1.85	$2.50	$3.00	$4.00
Carpenter's Nut	1.00	1.35	1.60	2.00	2.75	3.50
Ship, Screw	1.35	1.65	1.85	2.15	2.80	6.10
Ship, no screw	1.60	1.95	2.15	2.55	3.85	7.35

AUGERS—Post Hole—Iwan, 6-inch, $3.00 each; 7-inch, $3.25; 8-inch, $3.25. Vaughan's, 4 to 8-inch, $2.50.

ASBESTOS—
Mill Board, per sheet, cut, 15 cents.
Sheathing, 36-inch roll, Nos. 8 to 60, 15 cents.
Cement, dry, 100-lb. bags, $6.75.

ATHLETIC GOODS

BASEBALL GOODS—
Major League Baseballs, $2.00; Special League Baseballs, $1.50; Lowest Quality, 15c.
Major League Catchers' Mitts, highest quality, $15.00; lowest quality, $1.00.
Major League Basemen's Mitts, highest quality, $9.00; lowest quality, $1.00.
Major League Fielders' Gloves, highest quality, $8.00. lowest quality, 75c.
Player's Model Bats, $2.25; lowest quality, 25c.
Chest Protectors, $9.00.
Jack Strops, 50c.

TENNIS GOODS—
Tennis Racket, highest quality, $13.50; lowest quality, $2.50.
Championship Tennis Balls, 50c; Practice Tennis Balls, 10c.
Tennis Net, highest quality, $25.00; lowest quality, $3.00.
Tennis Reels, $1.50.
Racket Cases, Canvas, $1.50; Felt, $1.00. Racket Press, $1.00.
Racket Restringing, English Gut, $5.00; American Gut, $4.00; Japanese Gut, $2.25.

GOLF GOODS—
Golf Balls, highest quality, High Power, 75c; Medium Power, 50c.
Golf Clubs, Standard Woods, $5.50; Standard Irons, $4.50.

TRACK AND FOOTBALL—
Javelins, Official, $6.00.
Discus, Official, $10.00.
Vaulting Poles, 16-foot, $10.00; 14-foot, $10.00; 12-foot, $9.00.
American Football, Official, $9.00; lowest quality, $1.75.
Soccer Football, Official, $10.00; lowest quality, $3.00.
Athletic Jerseys, $4.50.
Running Shirts, 60c.
Running Pants, 90c.

GYMNASIUM AND PLAYGROUND—
Basket Balls, Official Indoor, $13.50; lowest quality, $4.00. Official Outdoor, $13.50.
Play Ground Balls, 12-inch Outseam, $1.75; 14-inch Outseam, $2.00; 12-inch Regular Seam, $1.50; 14-inch Regular Seam, $1.75; Children's, 25c.
Play Ground Ball Bats, 75c.
Hand Balls, 1⅞-inch, 35c; 2¼-inch, 40c.
Volley Balls, Official, $7.00; lowest quality, $3.50.
Boxing Gloves, 10-oz. best, $13.50; 8-oz. best, $12.00; 6-oz. best, $9.00.
Striking Bags, best $10.00; lowest quality, $3.00.

AXES—
Double Bit, unhandled — 3½, 4¾, 4, $2.25; 4¼, 4½, $2.50.
Single Bit, handled — Warranted $2.50; second grade, $2.25; common, $2.00.
Fireman's—Hunt's, $3.25.
Boys'—Kelly's Perfect, $1.75; common, $1.55.
Broad: Hunt's — No. 10½, $6.50; No. 11, $6.75; No. 11½, $7.00.
Baker Pattern—6-lb., $6.00; 7-lb., $6.40; 8-lb., $6.75.
Hurd's Western Pattern—7-lb., $5.50; 8-lb., $6.00.
Hunters'—Hunt's No. 000, $1.25; Sayre's No. 50, $1..75; Sheaths, 75c.
Marble's Barton, Canada pattern—5-lb., $9.00; 6 to 7 lbs., $9.55; 7½ to 8 lbs., $10.15.
Marble's Canada pattern—5-lb., $9.25; 6 to 7 lbs., $9.80; 7½ to 8 lbs., $10.35.
Marble's Pocket — No. 2, $3.25; No. 3, $3.50; No. 5, $2.00; No. 6, $2.25.

BAGS—WATER—

Closed Top—		Sanitary Top—	
1-gal.	1.15	1-gal.	1.35
2-gal.	1.35	2-gal.	1.50
3½-gal.	2.10	3½-gal.	2.25
5-gal.	2.65	5-gal.	2.85

BABBITT METAL — XXXX Nickel, lb., 75c; Challenge and Genuine, 60c; Armature, 55c; Copper Hard, 30c; Genuine Liberty Motor, 60c; Magnolia, 50c; Merit (less than 280-lb. lots), 40c; Electric and X, 15c; XX, 12c; XXX, 10c.
Frictionless—Pound, 50c.

BARS, CROW—Pinch Point, Wedge or Lining, 18c lb. Claw, 25 lb., 18c lb.; 30-lb., 18c lb. Ripping or Wrecking, ½x12-in., 25c each; ⅝x20-in., 35c; ⅝x24-in., 40c; ¾x24-in., 45c; ¾x30-in., 50c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers.

BELTING: Round Leather, 500-ft. reels—3/16" per foot, 5c; ¼" 10c; 5/16" 15c; ⅜" 20c.

BELTING—Rubber—

Inch	2-Ply	3-Ply	4-Ply	5-Ply	6-Ply	7-Ply	8-Ply
1	$0.18	$0.20	$0.24	....	....	....	....
1¼	.23	.26	.30	....	....	....	....
1½	.27	.31	.36	$0.45	....	....	....
1¾	.32	.36	.42	.53	....	....	....
2	.34	.39	.46	.58	$0.69	....	....
2½	.42	.48	.56	.70	.84	....	....
3	.48	.55	.65	.81	.98	....	....
3½	.57	.65	.76	.95	1.14	....	....
4	.61	.70	.82	1.03	1.23	$1.44	....
4½	....	.78	.92	1.15	1.38	1.61	....
5	....	.87	1.02	1.28	1.53	1.79	....
6	....	1.04	1.22	1.53	1.83	2.14	$2.44
7	....	1.22	1.43	1.79	2.15	2.50	2.86
8	....	1.31	1.54	1.93	2.31	2.70	3.08
9	....	....	1.73	2.16	2.60	3.03	3.46
10	....	....	1.92	2.40	2.88	3.36	3.84
11	....	....	2.11	2.64	3.17	3.69	4.22
12	....	....	2.30	2.88	3.45	4.03	4.60
13	....	....	2.50	3.13	3.75	4.38	5.00
14	....	....	2.69	3.36	4.04	4.71	5.36
15	....	....	2.88	3.60	4.32	5.04	5.72
16	....	....	3.08	3.86	4.62	5.40	6.16
18	....	....	3.46	4.32	5.20	6.06	6.98
20	....	....	3.84	4.80	5.76	6.72	7.68
22	....	....	4.22	5.28	6.34	7.38	8.44
24	....	....	4.60	5.76	6.90	8.06	9.20
26	....	....	....	6.26	7.50	8.76	10.00
28	....	....	....	6.72	8.08	9.42	10.76
30	....	....	....	7.20	8.64	10.08	11.52

BEVELS — Sliding T: Stanley 25 or Sargent 2B — 6" 65c; 8" 75c; 10" 80c; 12" 90c.
Stanley No. 18 or Sargent 66B: 6" 90c; 8" $1.15; 10" $1.45.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	⅝-in.	¾-in.	1-in.
Plain Rough brass	.80	1.05	1.35	....
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	.90	1.15	1.50	7.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	....

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.40	.75	.45	....	.25
4	.40	.65	.40	1.00	.25
5	.40	.65	.40	....	.25
6	.40	.65	.40	1.00	.30
7	.40	.65	.45	1.10	.30
8	.40	.65	.50	1.10	.35
9	.40	.75	.55	1.20	.35
10	.40	.75	.65	1.30	.40

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RETAIL SELLING PRICES—Continued

BITTS—Auger—Continued.

11	.45	.90	.70	1.45	.45
12	.45	.90	.75	1.60	.45
13	.55	1.00	.80	1.75	.50
14	.55	1.00	.85	1.85	.55
15	.65	1.20	.90	2.00	.60
16	.65	1.20	.90	2.15	.65
17	...	1.50	1.10	....	.70
18	.75	1.50	1.10	....	.75
20	.90	1.80	1.25	....	.80
22	...	2.00	1.50	....	.85
24	...	2.25	1.75	....	1.10

Bitts: Standard Auger, in sets — 8 bitts, 108-18⅝ quarters, $4.50; 13 bitts, 113-32½ quarters, $7.05; 13 bitts, 13-32½ quarters, $6.00.

Irwin Auger, in sets—413, box, 32½ quarters, 13 bitts, $9.00; 413C, box, 32½ quarters, 13 bitts, $9.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clarks' small, $2.00; large, $2.75; Steers, small, $3.00; large, $3.75.

Expansive Bit Cutters—Clark's No. 1, 35c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 60c; No. 2, 60c; No. 3, 65c; No. 4, 70c.

BIT HOLDERS—Extension—

Millers Falls, No. 3—

12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	...	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	...	...	...	4.75	6.75	10.00
Steel—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	...	1.65	...	2.25	5.50	8.75
Double Roller Bushed	...	3.30	...	4.10	10.00	15.00
Triple Roller Bushed	...	4.65	...	5.75	14.25	20.00
Snatch, Plain Bushed	...	...	...	4.10	6.00	8.75
Snatch, Roller Bushed	...	...	...	7.00	9.75	15.25

BLOWERS—

Champion Blacksmith — No. 400, $40.00; No. 40, $27.50.

Buffalo—No. 700, $27.00; No. 200,, 12" $40.50; No. 200, 14" $47.25.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, $4.50; No. 2, $4.50.

Stanwell—$2.75.

Without Table (skirt boards)—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foot, $2.00.

BOARDS—(See Washboards).

BOLTS — Common Carriage (Per 100) —

	3/16" and ¼"	5/16"	⅜"	7/16"	½"
1½	1.10	1.55	2.10	2.55	3.75
2	1.20	1.65	2.25	2.75	3.75
2½	1.35	1.80	2.50	3.00	3.75
3	1.45	1.95	2.65	3.25	4.10
3½	1.55	2.10	2.80	3.45	4.40
4	1.65	2.20	3.00	3.70	4.75
4½	1.75	2.35	3.15	3.95	5.10
5	1.90	2.50	3.35	4.20	5.40
5½	2.00	2.60	3.50	4.40	5.75
6	2.10	2.75	3.70	4.60	6.05
6½	2.30	3.00	4.10	4.85	6.35
7	2.40	3.20	4.20	5.00	6.60
8	2.60	3.45	4.60	5.50	7.30
9	2.90	3.70	4.95	6.05	8.00
10	3.15	3.95	5.35	6.50	8.60
11	...	...	5.75	6.95	9.25
12	...	...	6.05	7.45	9.90
14	...	...	...	...	11.25
16	...	...	...	...	12.40
18	...	...	...	...	13.75
20	...	...	...	...	15.25

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛	5-32"	3-16"		¼"		5-16"			⅜"	
⅜	.10	.45	.10	.45	...	...	...	...	...	...	...
½	.10	.45	.10	.45	.10	.60	...	...	...	...	...
⅝	.10	.45	.10	.45	.10	.60	...	...	...	...	...
¾	.10	.45	.10	.45	.10	.60	...	...	...	...	...
⅞	.10	.45	.10	.45	.10	.65	...	...	...	...	...
1	.10	.45	.10	.45	.10	.65	.15	.95	.20	1.40	
1¼	.10	.50	.10	.50	.10	.70	.15	1.00	.20	1.45	
1½	.10	.55	.10	.55	.15	.75	.15	1.05	.25	1.55	
1¾	.10	.60	.10	.60	.15	.80	.20	1.10	.25	1.60	
2	.10	.60	.10	.60	.15	.80	.20	1.15	.25	1.70	
2¼	...	...	.10	.65	.15	.85	.25	1.20	.30	1.80	
2½	...	...	.10	.65	.15	.90	.25	1.25	.30	1.90	
3	...	...	.15	.75	.15	1.00	.25	1.85	.30	2.10	
3½	...	...	.15	.85	.20	1.10	.25	1.50	.35	2.30	
4	...	...	.15	1.00	.20	1.20	.25	1.65	.40	2.50	

BOLTS — Machine, Square Head and Nut — (Per 100):

	¼"	3/16"	⅜"	7/16"	½"	⅝"	¾"	⅞"
1½"	$1.55	$1.80	$2.20	$2.75	$ 3.60	$ 5.20	$ 7.70	$10.40
2"	1.65	1.90	2.35	3.00	3.85	5.60	8.15	11.10
2½"	1.75	2.10	2.50	3.20	4.15	5.95	8.75	11.85
3"	1.80	2.15	2.65	3.40	4.40	6.35	9.25	12.50
3½"	1.85	2.30	2.80	3.60	4.70	6.70	9.80	13.20
4"	1.90	2.40	2.90	3.85	4.95	7.00	10.45	13.85
4½"	2.20	2.70	3.30	3.95	5.10	7.45	10.90	14.60
5"	2.25	2.85	3.45	4.20	5.40	7.80	11.45	15.25
5½"	2.30	3.00	3.70	4.40	5.65	8.35	12.00	15.95
6"	2.40	3.10	3.85	4.55	5.90	9.55	12.55	16.75
6½"	2.50	3.20	3.95	4.80	6.15	8.90	13.20	17.45
7"	2.60	3.30	4.10	4.95	6.45	9.35	13.65	18.15
8"	2.75	3.60	4.45	5.35	6.95	10.00	14.70	19.40
9"	2.85	3.75	4.80	5.75	7.45	10.75	15.85	20.80
10"	3.00	4.00	5.05	6.15	7.90	11.50	16.85	22.25
11"	3.20	4.30	5.40	6.55	8.50	12.35	17.95	23.65
12"	3.35	4.50	5.75	6.95	8.95	13.20	19.10	25.00
13"	....	....	....	....	9.50	14.00	20.15	26.40
14"	....	....	....	....	10.15	14.60	21.25	27.75
15"	....	....	....	....	10.50	15.40	22.35	29.15
16"	....	....	....	....	11.00	16.00	23.50	30.50
17"	....	....	....	....	11.50	16.85	24.60	31.90
18"	....	....	....	....	12.10	17.60	25.60	33.25
19"	....	....	....	....	12.65	18.30	26.65	34.65
20"	....	....	....	....	13.25	19.10	27.75	36.00
21"	....	....	....	....	13.75	19.80	28.85	37.40
22"	....	....	....	....	14.30	20.60	30.00	38.75
23"	....	....	....	....	14.85	21.35	31.00	40.15
24"	....	....	....	....	15.40	22.00	32.15	41.50
25"	....	....	....	....	15.95	22.85	33.25	43.00
26"	....	....	....	....	16.25	23.65	34.40	44.25
27"	....	....	....	....	16.75	24.40	35.50	45.65
28"	....	....	....	....	17.35	25.00	36.60	47.00
29"	....	....	....	....	17.90	25.85	37.70	48.40
30"	....	....	....	....	18.50	27.25	38.80	49.75

BOLTS—Barrel—

Cast Iron, Japanned—

4-inch	.15
5-inch	.20
6-inch	20.
8-inch	.40

Light Wrought Steel, Jap.—

2½-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—

6-inch	.40
8-inch	.50
10-inch	.75

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	2.75
6Q	3.75
11	1.50
11Q	2.50
14	1.75
14Q	2.75
14½	1.50
15	2.50
15Q	3.50

Universal—

21	1.50
22	2.50
71	1.75
72	2.75
81	2.75
82	3.75
91	2.50
92	3.50
592	4.25

Ferrostat—

504R	10.00
505N	15.00
505L	16.00

FILLERS—Thermos and Universal—

½ pint	1.00
1 Pint	1.00
1 Quart	1.50
1½	2.25

LUNCH KITS —

Thermos —

392 and 396	2.75
393 and 397	3.00
394 and 398	4.00

Universal—

310	3.00
320	3.50
410	3.25
510	3.50

Thermos—Food Jars. Fillers.

600	3.00	1.25
601	3.50	1.50
602	4.50	3.00

Thermos—Jugs. Fillers.

556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—

3-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—

3-inch	.35
4-inch	.40
6-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.40
8-inch	.50
10-inch	.60

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes—

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.80
10-inch	1.85

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RETAIL SELLING PRICES—Continued

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1805 25x5	30.75
1806 30x5	33.00

Stanley—

50½	11.50
246	24.50
358	29.00
460	35.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

Langdon—

25	24.50
27	18.75
29	20.65
82	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—

20	4.50

BRACES—

P. S. & W., No. 7008, $4.75; each; No. 7010, $5.00; 7012, $5.25; 8010B, $6.00; 8012B, $6.25; 8014B, $6.50.

Stanley, No. 921—8-inch, $5.00 each; 10-inch, $5.25; 12-inch, $5.50; 14-inch, $5.75. No. 945 — 8-inch, $2.75; 10-inch, $2.85; 12-inch, $3.00. No. 965—8-inch, $2.15; 10-inch, $2.25. No. 966—8-inch, $1.15; 10-inch, $1.25.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.55
4x 5	.20	4x 5	.60
5x 7	.30	5x 7	.70
6x 8	.35	6x 8	.85
7x 9	.40	7x 9	.95
8x10	.45	8x10	.95
10x12	.60	10x12	1.15
12x14	.85	12x14	...

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
¼ and ⅝-inch	.35	.20	.15
¾ to 1⅛-inch	.25	.15	.10
1¼ to 2-inch	20	15	10

BRASS—Sheet—Soft, per lb., 45c; Half Hard, 50c; Sign, 50c; Spring, 75c.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.50 each; No. 44, $3.25 each.

Cake Maker, No. 1, $3.50; No. 2, $4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 15c each; 218, 20c; 220, 25c; 1102, 30c; 1103, 35c; 1104, 40c; 1105, 45c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 70c each; No. 2, $1.25; 3, $1.00.

Mill—Steel Band, 90c.

Push or Street — Bassine, with Handles — 14-inch, $1.10 each; 16-inch, $1.25; 18-inch, $1.25; 24-inch, $2.00; 30-inch, $2.65. Rattan, with Handles—16x8 inches, $1.10; 16x10, $1.25. Wire, no Handles—12x5, $1.10; 14x5, $1.25; Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BUTTS — Cabinet Door —	2x2	2½x2	2½x2½	3x2½
189 F	.65	.70	.95	...
189 N	.75	.85	1.10	...
284 D2, F; or 2719 AC, OB	.20	...	.25	.35
284 SF2; or 2719 MBS	.25	...	.30	.35
284 N; or 5719	.30	...	.35	.40
286 D2, F; or 2721 AC, OB	.25	...	.30	.35
286 N; or 5721	.25	...	.35	.40
289 D2, F, B; or 2718 AC, OB	.25	.30	.30	.35
289 N	.35	.35	.35	.40
289 SF 2, SD2, SA4, H; or 2718MBS	.30	.35	.35	.40
291 D2, F; or 2705 AC, OB	.30	...	.30	.35
291 SD2, SF2, SA, B; or 2705 MBS	...	...	.35	.40
291 N; or 5705	...	...	.40	.45
295 D2, F, or 2722 AC, OB	.25	.30	...	...
295 N or 5722	.30	.35	...	...

Galvanized Brass Pins: 2x2	2½x2½	3x2½	3x3	3½x3½	4x4
1319 or 4705 BR	.40	.45	...	.55	.75	...
1334 or 4703 BR	.40	.50	...	.65	.75	.95

Bright Steel:						
804 or 703½	.15	.20	.25	.25	.30	.45
808 or 705	.15	.15	...	.20	.30	.40
823 or 714	...	.25	...	.30	.30	.25

838 or 719: 1, 10c; 1¼, 10c; 1½, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 25c; 4, 35c.

840 or 721: 1, 10c; 1¼, 10c; 1½, 10c; 2, 15c; 2½, 15c; 3, 20c.

	2x2
Finished: 241 D2, F, F2, B; or 2714 AC, OB	.35
241 SD2, SF, SA4; or 2714 MBS	.45
241 H	.45
241 N or 5714	.50
Parliament: 260 D2, F; or 2716½ AC, OB	.45
260 H, SA4	.50
260 N or 5716½	.50
828 or 716½	.35
Japanned: 731 or 1714	.25
731½ or 1714½	...
733 or 1714½ DB	.35
740J1 or 1721	.25
747 or 1705	...
749J1 or 1718	.35
Half Surface: 160 D2, F; or 2740 AC, OB	.40
160 SF2 or 2740 MBS	.45
160 H	.50
160 N or 5740	.50
165 D2, F or 2745 AC, OB	.50
165 SF2 or 5745 MBS	.50
165 N or 5745	.55

BRUSHES—

Casting—

No.	Each.
2	.60
3	.65
5½	.60
7	.75
10	.75
15	.90

Counter or Dusting—

15	1.00
17	1.25
20	1.25
7	2.50

Floor or Garage—

12	1.35
14	1.50
16	1.65
112	1.75
114	1.85
116	2.10
216	2.00
218	2.25
220	2.50
224	3.00
312	1.50
314	1.75
316	1.85
614	5.00
616	5.75
618	6.25

Hand or Nail—

Daisy	.10
Windsor	.15

Horse—

Collie	.80
Hound	.65
Mastiff	.75
Pointer	.65
Shoo Fly	.70
72	.40
78	.60
78-P	.50
800	.85

Kalsomine—

240	6.75
310	3.00

Marking—

1	.10
2	.10
3	.10
4	.15
5	.15
6	.15

Paint—

151—2½	.35
3	.50
3½	.65
4	.80
155—3	.70
3½	.85
4	1.10
4½	1.65
159—2½	.70
3	.80
3½	1.10
4	1.50
165—3	1.35
3½	1.85
4	2.25
4½	3.25
228—3½	2.50
4	3.25
4½	4.50

Roofing—

401	2.25
404	2.65

Sash—

20—2	.20
4	.25
6	.35
8	.45

Paint—(Chinese bristles)— Grade.	1	2	3	4	5
2½-inch	.35	...	.70	...	...
3-inch	.50	.70	.80	1.35	...
3½-inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½-inch	...	1.65	....	3.25	5.75

Roofing—Knotted—	
3 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.35
1x2¼-in.	.45

Scrub—

Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.30
Ox Fibre, 10"	.35
Ox Fibre, 12"	.40
White Tampico, 8"	.20
White Tampico, 11"	.30
White Tampico, 12"	.40

Shoe—

Dauber, wood	.20
Dauber, iron	.25
Brush only, ⅞-in.	.35
Brush only, 1¼-in.	.75
Combination	.30
Extra bristles	.50
Best 1¼-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shelving—Rubber—Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1⅛-in., 2½-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

Window—

Gray fibre	.90
Black horsehair	.80
Pope's Eye	1.25
Squeeges, 10-in.	.25
Squeeges, 12-in.	.30
Squeeges, 14-in.	.35
Squeeges, 16-in.	.40

BUCKETS—(See Galv. Ware)

BURNERS: Lamp—1 or A, 15c; 2 or B, 20c; 3C, 30c.

Lantern—0 Hot Blast, 15c; 2 Cold Blast, 25c.

Rubbish — 1-20" steel, $8.25; 2-26" steel, $10.75; 3-30" steel, $13.00; 10 wire, $1.75; 11 wire, $2.10; 12 wire, $2.50; 13 wire, $3.00; 14 wire, $3.50.

2½x2½	3x3	3½x3½	4x4	4½x4½	5x5	6x6
.40	.40	.40	.55	.80	1.40	2.35
.45	.50	.50	.65	.90	1.55	2.65
.50	.50	.50	.70	.95	1.60	2.75
.50	.50	.55	.70	1.00	1.65	...
...	.45	.55	.60	.70	.75	...
...	.50	.60	.65	.70	.80	...
...	.50	.60	.65	.70	.80	...
...	...	.35	.40	.45	.50	.55
.30	.30	.30	.40	.55	.75	...
.35	.40	.40	.45	...	...	...
.40	.40	.40	.50	.75	1.30	2.25
.30	.35	...	...	...	...	...
.30	.35	...	...	...	...	...
.35	...	...	...	...	...	...
.45	.50	.55	.75	1.05	...	...
.50	.55	.65	.80	1.10	...	...
.55	.60	.70	.85	...	...	...
.55	.60	.70	.85	1.15	...	...
.50	.55	.60	.80	1.05	...	...
.55	.60	.70	.90	1.15	...	...
.60	.65	.75	.90	1.25	...	...

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RETAIL SELLING PRICES—Continued.

CANTEENS: Boyco and Bear Brand, Covered—2 qts., $1.15; 3 qts., $1.25; 4 qts, $1.35; 6 qts $1.65; 8 qts., $2.00; 10 qts., $2.25.
Khaki Covered—2 qts., $1.10; 3 qts., $1.25; 4 qts., $1.35; 6 qts., $1.50; 8 qts., $1.85.
Government Covered—222, $1 35.
Lincoln Auto (Auto Can), Covered—No. 100, $1.75; No. 200, $2.00; No. 300, $2.10.
American or Boy Scout—Covered, with straps, No. 325, $1.10.
Canteen Straps—No. 301, 20c.
Boyco Service Units — Noo. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼x4½	2.90	3.65
2½x4½	3.00	3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.50.

CARRIERS: Hudson Hay—No. 29 $20.50; No. 50, $11.50; No. 62, $16.25; No. 77, $10.75.
Hunt, Helm & Ferris — 493, $20.25; 502, $15.75; 503, $12.00; 481, $25.00.

CATCHERS, GRASS—No. 1, $1.00 each; 2, $1.15; 10, $1.15; 20, $1.25; 1000A, $1.50. No. 1, Perfex, $1.65; No. 2, Perfex, $1.75. No. 5G, Easy-Em., $1.75; 10G, Easy-Em., $2.00; 12G, Easy-Em., $2.25; 50, Easy-Em., $1.65.

CHAINS—Tire—

Size. Tire—Weeds	Pair.	Size.	Pair.
3 x30	4.50	4½x33	7.25
3½x30	5.00	4½x34	7.50
3½x32	5.50	4½x36	8.00
4 x31	6.00	4½x37	8.75
4 x32	6.00	5 x35	9.00
4 x33	6.50	5 x36	9.00
4 x34	7.00	5 x37	9.75
4 x35	7.50	5½x36	12.00
4 x36	7.50	5½x37	13.00
4½x32	7.00	5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—Yankee, Straight Link (Coil)—4-0, 10c ft.; 3-0 10c; 2-0, 9c; 0, 8½c; 1, 8c.
Norway Straight Link (Coil)—⅛, 35c lb.; ⅝, 35c; ¾, 30c.

Passing Link (Coil)—4-0, 18c ft.; 3-0, 11c; 2-0, 10c; 1-0, 9c.
Proof Straight Link (Coil)—3-16 Black, 22c lb.; ¼, 20c; 5-16, 18c; ⅜, 17c; 7-16, 15c; ½, 15c; ⅝, 15c; ¾, 15c; ⅞, 15c.
Proof Twisted Link (Coil)—¼ Black, 20c lb.; 5-16, 20c; ⅜, 15c.
B. B. Proof Straight Link, A (Coil)—5-16, 20c lb.; ⅝, 20c; ½, 20c; ⅝, 20c; ¾, 20c; ⅞, 20c; 1, 20c.
Twisted Machine Coppered (Coil)—3-0, 15c ft.; 2-0, 15c.
Jack—Iron—16, 10c yard; 14, 10c; 12, 10c; 10, 10c; 8, 15c. Brass—120, 10c yard; 118, 10c; 116, 10c; 114, 20c; 118, 20c; 112, 20c; 110, 35c.
Safety Brass—00, 15c yard; 0, 15c; 1, 15c; 2, 20c; 3, 25c.
Sash—0, Copper Plated, 4¼c ft.; 1, Copper Plated, 5c; 2, Copper Plated, 5c; 4X, Sherardized, 15c; 10, Cable, 20c.
Sash Chain Fasteners—Phoenix, 20c set; 10, 60c.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks — 120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150, 15c; 250, 15c; 350, 15c.

CHESTS, TOOL — A, Leather Covered, $26.50; AA, Leather Covered, $30.25; B, Quartered Oak, $24.25; BB, Quartered Oak, $26.50; BBB, Quartered Oak, $32.00; D, Quartered Oak, $16.25; DD, Quartered Oak, $17.75; DD, Leather Covered, $19.00; DDD, Leather Covered, $20.25; DDD, Quartered Oak, $20.00; E, Quartered Oak, $24.25; EE, Quartered Oak, $28.50; F, Quartered Oak, $20.00; F, Leather Covered, $20.25; FF, Leather Covered, $23.75; FF, Quartered Oak, $22.25; G, Plain Oak, $14.00; GG, Plain Oak, $15.50.

CHECKS, DOOR: Corbin — No. 1, each, $7.00; 2, $9.00; 3, $10.75; 4, $13.25; 5, $16.75.
Norton—A, Each, $6.25; B, $8.00; C, $9.75; D, $11.50; E, $15.50; CH, $11.00; DH, $13.00.
Dime — No. 10, each, 15c; Norton, 44, $2.35; No-Slam, 100, 35c.
Rixon—A, each, $8.00; B, $9.25; C, $11.00; D, $14.50.
Sargent—No. 20, each, $4.00.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	3.00	0	1.50
10	4.75	1	1.85
12	4.25	2	2.25
22	7.75	3	3.00
32	9.75	304	6.50
		Russwin	
501	2.25	0 R	1.75
502	2.75	1 R	2.25
703	3.50	2 R	2.75
		3 R	3.50

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2		Pocket Bev. Edge		Inside or Outside Bevel	
		½"	¾"	1"	1¼"	1½"	2"
Buck Bros. Socket Firmer		1.30	1.40	1.65	1.85	2.00	2.50
Buck Bros. Tanged Firmer		.95	1.05	1.15	1.35	1.50	2.15
Buck Bros. Socket Butt		...	...	...	1.50	1.60	2.10
Buck Bros. Tanged Turning		.80	.90	1.10	1.35	1.65	2.35
Everlasting, Pocket		1.30	1.40	1.50	1.70	1.85	2.25
Witherby's Butts		...	...	1.00	1.10	1.25	1.75
Witherby's Corner		3.75	3.75	4.25	...	...	...
Witherby's Socket Firmer(P)		.70	.80	.90	1.00	1.10	1.25
Witherby's Socket Firmer(B)		.85	.95	1.15	1.20	1.25	1.50
Witherby's Socket Framing		1.15	1.30	1.40	1.55	1.65	2.10
Witherby's Pocket		.80	.90	1.10	1.15	1.25	1.40
Cap		.65	...	...	...	...	...
Diamond Point		...	...	...	...	...	...
Regular or Common Taper		.20	.35	.70	...	...	...
Extra Quality Polished Point		.35	.65	1.10	...	...	...

CHURNS—Barrel—No. 0, $10.00 each; 1, $11.25; 2, $12.75; 3, $14.25.
Improved Cylinder—No. 1, $5.50; 2, $6.50.
Glass Family, Universal—No. 15, $2.75 each; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c; 20, 90c; 30, $1.20; 40, $1.50.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25
Dash and Handle—25c extra.

CLAMPS — Carpenters' — StearnsNo. 212, $6.00 pair; 213, $6.65; 214, $7.00; 215, $8.25; 216, $15.00; 218, $17.75.
Carriage Makers'—No. 12, Plain, 35c each; 13, 40c; 14, 50c; 15, 70c; 16, 90c; 18, $1.25; 20, $1.75; 22, $2.15.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—Rubber — 10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.
Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND —
Cedar Sweep—1½-lb. carton, 20c; 4¼-lb. carton, 60c; 33-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.
Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.
Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.
Cedar Mist—1 gal., $3.50; 5 gals., $12.50.
Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ in., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1½-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	3.75	No. 0	2.25
No. 1	5.00	No. 1	2.75
No. 2	7.00	No. 2	3.75
No. 3	8.75	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.90

CLOCKS, ALARM—Westclox—American, $1.50 each; Bluebird, $1.75; Lookout, $1.75; Sleepmeter, $2.00; Bunkie, $2.75; Ironclad, $2.25; Jack-O'Lantern, $3.00; Bingo, $3.25.
Circle, $3.25; Flash, $2.40; Gale, $4.50; Ideal, $3.00; Indian, $1.75; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH — Emery, Nos. 00 to 2½, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.63	.72
¾-inch	.28	.35	.42	.49	.56
⅝-inch	.28	.35	.42	.49	.56
2-inch	.20	.25	.30	.35	.40
2½-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	.30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c: 14M Opal, 5c per sq. ft.

COCKS—

No.	Each	No.	Each
Ball— ½-inch	1.25	Gas Hose— ⅝-inch	.30
⅝-inch	1.50	½-inch	.35
¾-inch	1.75	¾-inch	.50
1-inch	3.00		

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.45	.50	.55	.60	1.00	1.50	2.10	3.75

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

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RETAIL SELLING PRICES—Continued

COOKERS—Fireless—Duplex—No. 25, $17.00 each; No. 30, $28.25; 35, $19.75; 50, $30.00; 55, $32.00; 60, $35.00; 70, $48.50.
Legs—Set, $3.50.
Soapstone Discs—Each, $1.75.

COOLERS, WATER—Galvanized Lined—02, $4.00 each; 03, $4.75; 04, $6.00; 06, $7.25; 08, $9.00; 010, $10.75.

COPPER—Sheet, 50c lb.; Bars, round, 40c lb.; Tubing, 47c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.		6 pints	1.85
8½ inch	2.00	Tea Pots.	
9½ inch	2.25	2 pints	1.25
10½ inch	2.35	3 pints	1.35
Coffee Pots.		4 pints	1.50
3 pints	1.35	Wash Boilers.	
4 pints	1.60	348	6.75
5 pints	1.75	349	7.50

COPPERS, SOLDERING—Family—

1, per set	1.50
2, per set	1.35
Tinners—	
½ pound, per pair	.25
1 pound, per pair	.30
1½ pound, per pair	.35
2 pound, per pair	.45
3 to 14 pounds	.45

CORD—Sash. Common—Per hank: No. 6, $1.10; 7, $1.40; 8, $1.65; 10, $2.75; 12, $3.25.
Samson Spot and Silver Lake—Per hank: No. 6, $1.75; 7, $2.50; 8, $2.85; 10, $4.75; 12, $5.75.
Wire, Galvanized—Per foot: 1/16", 2½c; 3/32", 3c; ⅛", 3½c; 3/16", 4½c; 7/32", 5c; ¼", 6c.

CORD, TINNED PICTURE—No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c: Soapstone, 5c.

CULTIVATORS—Norcross, 1GC-5, each, $2.00; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.25 each; 2, $4.25; 3, $7.00; 4, $14.00; 5, $20.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.50.
Trimo—No. 1, $3.50; No. 2, $4.75; No. 3, $6.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, Nos. 35 and 50—6-inch, 65c; 7-inch, 75c; 8-inch, 80c; 10-inch, $1.10; 12-inch, $1.35; 14-inch, $3.50.
Wing Ext. No. 1—6-inch, $1.15; 7-inch, $1.25; 8-inch, $1.35.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	1.20	10x12	1.70
8x10	1.30	12x15	3.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS, SCREEN

No.	2-6x6-6	2-8x6-8	2-10x6-10	3x7
241, Common, ⅞-in. thick	2.00	2.20	2.30	2.40
296, Painted black, 1⅛	2.60	2.70	2.85	2.85
311, Varnished, 1⅛	3.50	3.75	4.00	4.25
381, Varnished, 1⅛	3.60	3.75	3.90	4.00
315G, Var., 1⅛, Gal. Cl.	4.15	4.30	4.50	4.75

DRILLS—

Goodell-Pratt Bench Drills— No.	Each.	No.	Each.
8	7.50	279	13.25
8½	9.50	Millers Falls Breast Drills—	
9½	14.00	12	6.25
10½	24.00	13	7.75
490½	20.00	87	12.00
1008	16.50	97	12.75
1005	26.50	99	6.75
11	22.00	112	3.75
Goodell-Pratt Breast Drills—		212	4.50
6	5.85	245	5.00
07	5.50		
Drill Presses—Millers Falls			
20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

EL AN GE OR ROYAL ENAMEL WARE

Biggins, Coffee	
10	1.00
920	1.15
930	1.25
Boilers, Coffee	
60	1.10
80	1.50
100	2.50
Boilers, Rice	
14	1.00
18	1.25
22	1.65
26	2.25
Bowls, Wash	
26	.25
30	.35
34	.50
Buckets, Covered	
21	.45
23	.65
26	1.00
28	1.25
32	1.75
150	.50
350	.70
450	.80
650	1.00
850	1.45
1050	1.65
1250	1.95
Buckets, Dinner	
110	1.75
112	2.10
113	2.50
502	1.73
503	2.00
Chambers	
1	.45
2	.65
3	.70
Chamber Covers	
1C	.25
2C	.30
3C	.35
Colanders	
1	.55
3	.80
104	.50
306	.80
Cups	
3 (Mug)	.35
6	.25
8	.20
9, 10, 11, 25	.25
40	.35
Cups and Saucers	
300	.35
300S	.20
Cuspidors	
10	.45
30	.65
300	1.10
Dippers, Cup	
10	.35
Dippers, Windsor	
110	.35
Dippers, Suds	
4	.55
Dishes, Soap	
50, 60	.30
Fillers, Fruit Jar	
20	.25
Flasks, Coffee	
10	.55
Funnels, Pierced	
01	.25
03	.35
05	.50
06	.65
Kettles, Convex	
03	.60
05	.80
08	1.10
010	1.25
014	1.65
020	2.35
Kettles, Lipped Preserving	
14	.30
18	.45
22	.55
26	.70
30	.95
36	1.35
40	2.00
50	3.00
Kettles, Milk	
71	.65
73	1.00
74	1.25
Kettles, Tea	
30	.85
50	1.00
70	1.25
90	1.75
100	2.00
160	1.25
180	1.65
190	2.00
Ladles, Deep	
100	.25
120	.35
111	.30
Measures	
02	.35
04	.50
06	1.10
11 Graduated	.63
Pails, Chamber	
2	1.35
40	2.50
Pails, Water	
110	1.10
114	1.50
Pans, Bed	
1	2.50
Pans, Douche	
2	2.00
Pans, Bread	
11	.40
13	.60
Pans, Cake	
9	.20
10, 69, 70	.30
200	.45
Pans, Corn Cake	
706	.65
709	.75
712	1.00
Pans, Muffin	
406	.55
412	1.00
Pans, Deep Pudding	
50	.20
150	.25
300	.30
500	.40
800	.50
1000	.65
Pans, Dish	
15	1.25
80	.80
140	1.00
210	1.85
300	2.10
400	3.25
Pans, Rinsing	
08	.75
014	1.00
017	1.15
Pans, Lipped Fry	
30	.35
32	.45
34	.55
36	.65
Pans, Milk	
0	.25
11	.20
20	.30
40	.35
60	.50
100	.60
120	.75
Pans, Convex Sauce	
02	.50
04	.70
06	.85
010	1.35
012	1.50
Pans, Combination Sauce	
1D	1.75
10T	2.75
Pans, Lipped Sauce	
10	.25
14	.35
18	.40
24	.55
28	.80
Pans, Straight Sauce	
250	.55
450	1.05
650	1.30
850	1.40
Pans, Stew	
3	.40
5	.50
6	.65
Pans, Oblong Stove	
04	.40
100	.45
300	.65
350	.85
450	1.10
550	1.40
Pans, Square Stove	
110	.80
112	.95
114	1.25
116	1.60
120	1.85
Pitchers, Molasses	
601	.70
Pitchers, Water	
2	1.10
4	1.35
5	1.10
10	1.25
Plates, Deep Pie	
39	.25
40	.30
Plates, Shallow Pie	
27	.25
30	.25
Plates, Dinner	
20	.25
Pots, Fireless Cooker	
1450	1.90
1850	2.75
Pots, Coffee	
2½	.50
5	.60
25	.80
45	1.00
Pots, Tea	
00	.55
0	.65
20	.80
011	.60
101	.80
102	.90
Pots, Straight Sauce	
018	.85
022	1.10
026	1.65
030	2.50
Pots, Soup Stock	
318	14.25
336	20.00
218	6.25
236	10.25
Roasters	
150	2.50
180	3.25
Skimmers, Flat	
12	.30
Spoons, Basting	
10	.20
14	.20
18	.25
Steamers	
7	1.50
8	1.75
Steepers, Tea	
3	.70
Tubs, Oval Foot	
0	1.15
2	1.65
4	3.00
Turners, Cake	
14	.25

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RETAIL SELLING PRICES—Continued

Hand Drills—Millers Falls

1	3.50	105	3.75
2	5.00	303	3.00
3	5.50	306	5.50
5	3.75	348	4.00
98	5.75	980	5.75
		1980	5.75

Chain Drills—Goodell-Pratt

307	4.50	318	7.00
316	4.50	1500	6.30
317	5.50		

Yankee Automatic

41	2.50	44	3.25
42	3.00	40	3.00

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points

Set of 8, $7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Rd. Shk. Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1/16	.15	....	....	....	.10	....
1/8	.20	.30	.30	....	.15	.30
3/16	.25	.30	.40	....	.15	.30
1/4	.30	.40	.45	.90	.20	.40
5/16	.40	.45	.50	1.00	.25	.45
3/8	.45	.50	.60	1.10	.30	.50
7/16	.55	.60	.65	1.15	.45	.60
1/2	.70	.75	.70	1.20	.60	.75
9/16	.80	.85	.75	1.25	...	.85
5/8	.90	1.00	.80	1.30	...	1.00
11/16	1.10	1.10	.90	1.35	...	1.10
3/4	1.25	1.20	1.05	1.40	...	1.20
7/8	1.50	1.60	1.30	1.85	...	1.60
1	1.85	2.10	1.50	2.30	...	2.10
1 1/8	....	....	....	2.75	...	2.70
1 1/4	....	....	....	3.25	...	3.30
1 3/8	....	....	....	3.75	...	3.90
1 1/2	....	....	....	4.25	...	5.10

Sebco Four Point Star, Brick and Concrete—

	1/4	3/8	1/2	3/4	1	1 1/4	1 1/2	2
12-inch	.40	.40	.45	.65	.85	1.80	2.25	4.50
18-inch	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch	.65	.65	.70	1.00	1.20	1.75	2.80	5.25

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—

E940 ..... 18.00
E9850 ..... 16.00

Grills—

E982 ..... 11.50
E984 ..... 13.50

Heaters, Immersion —

E970 ..... 5.25

Irons, Curling—

E9901 ..... 6.25
E99011 ..... 6.75

Irons, Pressing—

E901 ..... 7.50
E902 ..... 6.75
E905 ..... 6.75
E9028 ..... 6.25
E9035 ..... 6.75
E9051 ..... 7.50

Pads, Heating—

E9940 ..... 10.00

Percolators—

E9435 ..... 13.50
E9437 ..... 15.00
E9439 ..... 16.50
E9635 ..... 11.75
E9637 ..... 13.00
E9039 ..... 14.50
E9646 ..... 17.50
E9649 ..... 19.50
E9676 ..... 10.00

Ranges, Table—

E9841 ..... 23.00

Stoves—

E998 ..... 9.00
E997 ..... 9.00
E9960 ..... 8.00

Toasters—

E945 ..... 7.50
E946 ..... 6.75

Urns, Coffee—

E916 ..... 17.00
E919 ..... 18.50
E9186 ..... 15.00
E9146 ..... 19.50
E9149 ..... 21.50
E9166 ..... 22.50
E9169 ..... 25.00
E9176 ..... 16.00
E9179 ..... 17.50
E9166044 ..... 42.25
E9169044 ..... 44.75

Vacuum Cleaners—

E701 ..... 39.50
Attachments 10.50

Hot Point Goods—

Chafing Dishes—No. 20501, $10.00 each; 20502, $19.00; 20503, $22.50.

Grills—116G1, $11.50 each; 136G1, $13.50; 20101, $10.50.

Heaters, Air—No. 30403, $11.00 each; 30404, $13.00; 30603, $32.50; 30604, $44.00; 116A4 (Hedlite), $11.00.

Heaters, Immersion—No. 113W16 (50201), $5.25 each; 115W16 (50202), $6.25; 115W17 (50203), $7.25.

Irons, Curling—No. 112L5, $7.25 each; 112L6, $6.50.

Irons, Pressing—No. 1113F12 (11103), $7.95 each; 113F22 (11203), 3 lb., $6.25; 115F5 (11205), 5 lb., $6.95; 115F17 (11206), 6 lb., $6.95; 11307, $8.75; 11308, $9.25; 11310, $11.00; 11312, $15.50; 11315, $17.00.

Pads, Heating—No. 114Q8 (50142), $9.00; 114Q4, (50151) $10.25.

Ovens—No. 40701, $6.50; 40301, $25.00.

Percolators—No. 20611, $10.00; 20620, $12.00; 20621, $13.00; 20622, $17.50; 20650, $18.00; 114P18 (20651), $23.00; 114P17 (2652), $25.00.

Stoves—No. 116D1, $10.00; 136D1, $11.50; 20301, $7.00; 20302, $7.25; 40101, $7.50; 40102, $9.25; 40103, $13.00; 40104, $15.00; 40105, $17.50.

Toasters—114T5, $6.75; 115T1, $8.50.

Vacuum Cleaners—122V2, $45.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

Anylites	1.35
Ammeters—	
Ever Ready	1.25
Readrite	1.00
Volt	1.15
Bells, Door—	
2 1/2-inch	.85
3-inch	1.00
Buzzers	.35
Chain, Fixture	.25
Cleats, Porcelain	.05
Cord—	Ft.
Heater No. 16	.12 1/2
No. 18	.10
Lamp No. 18, G. & Y.	.04
No. 18, Par Silk	.07 1/2
No. 20, Par Silk	.06
No. 18, Tw. Silk	.07
No. 20 Tw. Silk	.05
1-64 Single Fixture	.03
No. 18 Reinforced	.10
Fans—	
Menominee, 500-9-in.	13.00
Robbins-Meyers—	
8-inch non-osc.	12.50
9-in. non-osc., 8 sp.	19.50
9-in. osc., 3-speed	24.50
12-in. non-osc., 3-sp.	29.00
12-in. osc., 3-speed	37.00
Fuses—	Each.
Plug, 6 to 30 amp.	.12 1/2
Knobs—	Each.
Porcelain, 5 1/2 Solid.	.03 1/2
Nailit, 5 1/2 Split	.05
Lamps—	
Nilco-Mazda type	List
Mazda Auto	List
Hylo Tungsten	1.00
Hylo Carbon	.75
Lamp Guards —	
No. 1425 Loxon	.45
No. 107 Neverbreak	.35
No. 44 Portable	3.25
No. 48, Portable	2.75
Loom—	Ft.
"Duraduct" 7-32 in.	.06
1/4-inch	.08
Plates, Switch—	Each
Single gang	.25
Two gang	.50
Receptacle	.60
Plugs—	Each
Benjamin 2-way	1.35
Benjamin 3-way	1.75
Twinlite 2-way	1.20
Attachment —	Each
903 Benjamin	.80
2500 Chelton	.40
4 Mueller	.20
Fitzall w-o spring	.65
Fitzall spring	.75
Push Buttons—	Each
Wood	.20
Dull Brass	.25
Pearl Button	.50
White Button	.45
Receptacles—	Each.
Flush	.45
Arrow E	.60
Cleat	.25
Rosettes—	
Concealed, 2-pc.	.30
Cleat, 2-pc.	.30
Cleat, 1-pc.	.20
Shades—	
Tin Flat, 8-inch	.25
Tin Flat, 10-inch	.35
Cone, 8-inch	.40
Cone, 10-inch	.45
Shade Holders—	
2 1/4-inch Acme	.10
2 1/4-inch Uno	.20
Sockets, Key—	
Freeman DB	.30
Arrow E DB	.30
Freeman Nic.	.60
Arrow E Nic.	.65
Sockets, Pull Chain—	
Freeman DB	.60
Arrow E DB	.65
Arrow E. Nic.	.75
Levolier DB	.65
Sockets, Keyless—	
Freeman DB	.30
Arrow E DB	.30
Staples—	Pkg.
Insulated, 3/4-inch	.30
Switches—	Each
Snap	.40
Push	.40
Battery S. P. S. T.	.40
Battery S. P. D. T.	.60
Battery D. P. S. T.	.65
Battery D. P. D. T.	.90
Tape—	Lb.
Friction, 1 oz. to 1 lb.	.80
Rubber, 1/4 lb. to 1 lb.	.80
Tubes—	Each
Porcelain, 5-16x3-in.	.02
Transformers—	Each
Arrow	1.75
Jefferson Jr.	1.75
Wire, Rubber Covered—	Ft.
No. 10	.02 1/2
No. 12	.02
No. 14	.01 1/2
Weather-proof—	Lb.
No. 10	.40
No. 12	.40
No. 14	.25
Bell Wire—	Ft.
No. 18, Single	.03 1/2

EMERY—Per lb., 25c.

Stones—See Stones.

Cloth—See Cloth.

Wheels—See Wheels.

FASTENERS—Casement, steel, all numbers 20c; bronze, 40c.

SASH—Bronze: No. 257, 40c; No. 382, 50c; No. 815, 40c; No. 1881 1/2, 85c.

Steel or cast iron: No. P668, 10c; Nos. 800, 254, 15c; Nos. 334, 500, 20c; No. 324, 25c.

FAUCETS—Cork Lined— 8-inch, each ..... .20
7-inch, each ..... .15 9-inch, each ..... .25

FENCE, POULTRY—10-rod rolls:

	24"	36"	48"	60"	72"
Banner	4.75	6.00	7.00	8.25	9.50
Blue Ribbon	5.00	6.25	7.50	8.75	9.75
Ideal	3.75	4.85	6.50	8.00	9.75
Union Lock	4.00	4.50	5.75	6.75	7.25

FIBRE WARE—Keelers—No. 2, $3.00 each; No. 3, $2.50.

Measures—1-qt., $1.75; 2-qt., $2.25.

Star Pail—12 qts., 90 cents.

Spittoons—No. 2, $1.75; No. 3, $1.50.

Tubs—No. 1, $6.25; No. 2, $5.50; No. 3, $5.25.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
1/8 inch	1.25	.25	1/8 inch	3.50	.20
3-16 inch	1.50	.30	3-16 inch	4.50	.25
1/4 inch	2.00	.35	1/4 inch	5.75	.30
5-16 inch	2.25	.40	5-16 inch	6.75	.30
3/8 inch	2.75	.50			
1/2 inch	4.50	.75			

FILES —

Length, inches—	3-3 1/2	4	4 1/2	5	5 1/2	6	8	10
Band Saw, Slim	...	.20	...	.20	...	.25	.30	.60
Knife, Bastard	...	.35	...	.35	...	.40	.50	.50
Regular Taper	.15	.15	.15	.20	.20	.20	.35	.45
Slim Taper	.15	.15	.15	.20	.20	.20	.25	.40
Warding, Bastard	...	.25	...	.25	...	.30	.40	...

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RETAIL SELLING PRICES—Continued

FILES—Continued.

Length, inches—	3-4	5	6	8	10	12	14	.16
Flat, Bastard	.25	.25	.30	.35	.45	.55	.80	1.10
Half Rd., Bastard	.30	.35	.35	.45	.55	.70	.90	1.25
Mill, Bastard	.20	.20	.25	.30	.35	.40	.65	.90
Round, Bastard	.20	.20	.25	.30	.35	.40	.65	.90
Square, Bastard	.25	.30	.30	.35	.45	.60	.85	1.10

FIRE EXTINGUISHER—Pyrene Phomene—Charge and hook, $25.00 each. Quantity discounts: 2 to 5, 25%; 6 to 11, 30%; 12 or more, 33⅓%. Phomene Recharges, $1.75 each.

FIXTURES—Grindstones—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2631, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries — No. 705, 50c each; 700, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Blb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40

Tubular Nos.	6241	6241B	6249	6249B	6348	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Blb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25

Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	$1.00	$1.25	$1.25	$1.35	$1.50	$1.65	$1.90
Case & Blb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Ch. Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each...$1.00 $1.10 Battery only, each....$ .25
Case & Blb, ea. .75 .85

Battery only —

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.35; 2½-in., $1.85; 3-in., $2.25; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.95; No. 151 Chicago, $17.65. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS — Hay — Nellis, 94 single harpoon, $7.50; 95 double harpoon, $4.65; 96 double harpoon, $9.50; 87 double harpoon, $5.50; 98 double harpoon, $9.50. Grapple, No. 99 (4 tines), $17.50; No. 100 (6 tines), $20.00. Jackson Patterns, 4 ft., $22.50; 4½ ft., $24.00; 5 ft., $28.00.

FREEZERS—Arctic—

1	3.20	4	6.60
2	3.75	6	8.40
3	4.50	8	10.75
4	5.50	10	14.50
6	7.00	12	17.25
8	8.60	15	20.50
Toy	2.75	20	26.50
3	5.40		

White Mountain		Acme	
1	3.90	2 Qt., Tin or Gal., doz.	12.00
2	4.50	4 Qt., Tin or Gal., doz.	20.00

FROES — Special — Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common — Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil—
Stebbins: No. 1, 45c; No. 2, 50c; No. 3, 60c; No. 4, 70c; No. 5, 80c.
Lock Fast: ½-inch, 75c; ¾-inch, 85c; 1-inch, $1.00; 1¼-inch, $1.15; 1½-inch, $1.35; 2-inch, $1.85.
1½-inch, 50c; 2-inch, 50c.
Perfection—½-inch, 65c each; ¾-inch, 80c; 1-inch, 90c; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.65.
Enterprise, Self Measuring—No. 61, Faucet, $9.00.

GAUGES—Marking:
Bit—No. 1, 35c; No. 49, $1.00.
Butt—Stanley—No. 92, $2.50; No. 93, $1.75; No. 94, $1.75. Goodell—No. 227, $3.00.
Chamber—No. 44, $2.50.
Chisel or Blind Nail Tool—No. 96, 35c.
Drill—Twist, No. 119, $3.75; Jobbers, No. 120, $5.75.
Hatchet—No. 8, 20c.
Marking and Mortise—No. 61, 20c; No. 62, 30c; No. 65, 85c; No. 71, 90c; No. 72, $1.10; No. 77, $1.50; No. 90, 70c; No. 98, $1.75.
Panel—No. 85, 50c.
Plane—Perfection, No. 88, $2.50; Stanley, No. 386, $2.75.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent. Double Strength, 80 per cent.

Extras for Putting in Glass—	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES —

Ground Level —		Proved Level —	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE —	Standard			Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	...
24	...	.80	1.00	...	...

GLOBES — Lantern — Cold Blast — Plain, 25c each; Bullseye, 40c; 2 Plain, 20c; 2 Bullseye, 40c; 2 Ruby, 40c.
Railroad—Clear, 25c each; Green or Red, 50c.
Tubular — Cadet, 20c; 0, Plain, 25c; 0, Ruby, 40c; 0, Bullseye, 35c; 0, Wizard, 20c; Dietz Jr., Plain, 20c; Dietz Jr., Bullseye, 30c; Beaconlight, $1.50.

GLUE—Dry—Common, 30c lb.; Cabt., 35c; White, 45c.

Imperial Liquid—

Size —	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	1.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Sizes—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, Doz.	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Bucks, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.00; ⅜-inch, $1.00; ½-inch, $1.00; ⅝-inch, $1.10; ¾-inch, $1.20; ⅞-inch, $1.25; 1-inch, $1.35; 1¼-inch, $1.50; 1½-inch, $1.75; 1¾-inch, $1.85; 2-inch, 2.00.
Witherby, Socket Firmer, Outside Bevel—No. 320—¼-inch, $1.15; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.35; ⅞-inch, $1.50; 1-inch, $1.60; 1¼-inch, $1.75; 1½-inch, $2.00; 1¾-inch, $2.25; 2-inch, $2.25.

Firmer, Standard Socket, P. S. & W.—			
⅜-inch, each	$1.35	1¼-inch, each	1.80
½-inch, each	1.40	1½-inch, each	2.00
⅞-inch, each	1.50	1¾-inch, each	2.20
1-inch, each	1.60	2-inch, each	2.50

Inside Bevel, P. S. & W. No. 12—			
½-inch, each	$1.25	1¼-inch, each	1.80
⅝-inch, each	1.35	1½-inch, each	2.00
¾-inch, each	1.40	1¾-inch, each	2.20
1-inch, each	1.50	2-inch, each	2.50

GALVANIZED WARE

Boilers, Wash

227	2.25
228	2.35
229	2.50

Bowls, Wash

7	.25
7½	.30

Buckets, Fire

314	.55

Buckets, Well

101 10 qt.	.50

Cans, Garbage Smooth

200	1.00
300	1.15
400	1.35
500	1.85
600	2.25
700	2.50

Corrugated

2	1.00
3	1.15
4	1.35
5	1.85
6	2.25
7	2.50
8	4.75
9	6.50
10	8.00
80	6.25
90	7.50

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	1.85
501	.50
505	1.35
605	1.75

Cans, Oil

0	.45
02	.75
15	.50
25	1.75
105	1.25
205	1.65

Canteens, see page 154.

Dippers, Laundry

525 (4-qt.)	.50

Hods, Coal

615	.70
616	.75
617	.80
618	.90

Pails, Cement

14	1.35
114	1.75

Pails, Chamber

8-qt.	.75
10-qt.	.85
12-qt.	.90

Pails, Steel

14	.55
16	.60
18	.70
20	.75

Pails, Water

8	.30
10	.35
12	.40
14	.45
16	.50

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.55
2	.65
3	.80
4	1.35

Pots, Watering

514	.90
516	1.00
518	1.15
520	1.35
522	1.50
526	1.85

Tubs, Foot

51	.70
52	.75
53	.90

Tubs, Wash

A	.65
B	.70
0	.75
1	.95
2	1.10
3	1.25
10 S	1.35
20 S	1.60
30 S	1.75

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RETAIL SELLING PRICES—Continued

GRAPHITE — Dixon's Flake, per can — 1's, 85c; 5's, $3.75; 10's, $7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, $1.90; 25 lb. can, $4.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	7.50
40 to 200 lbs.	7.50
Over 200 lbs.	7.75
Fixtures and Axle—	
15 inch	1.15
17 inch	1.20
19 inch	2.25
Mounted—Auto—	
No. A120, Size 1	14.75
No. A130, Size 2	18.00
No. 140, Size 3	11.25
Bi-Treadle	18.50

Empire Power	36.00
Samson—	
No. S155, Size 2	11.25
No. S160, Size 2	9.75
Sterling, No. T100	14.25
Bushed—	
No. 1—100-110 lbs.	8.25
No. 2—70-80 lbs.	6.75
No. 3—40-50 lbs.	5.50
Family—	
8-inch	3.75
10-inch	4.50
12-inch	5.50

HACKSAW BLADES—

Lenox, Power— Lgth.	Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.85	1.95
10"	1	....	2.45
12"	⅝	1.85	....
12"	¾	1.60	2.85
12"	1	2.80	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.80	....

17" 1	3.25	4.15

Hand Lennox, Starrett, Victor Star—

Length.	Each.	Doz.
8-inch	.10	.75
9-inch	.10	.80
10-inch	.10	.90
11-inch	.10	1.00
12-inch	.15	1.10

Hand, Starrett, Victor, Star—

8-inch	.10	.70
9-inch	.10	.75
10-inch	.15	.85
12-inch	.15	1.00

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.85; 1027, $3.50; 69, $3.80; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vaughan & Bushnell Mfg. Co.—Adze Eye Nail:

No.	1	1½	2	11	11½	12	12½	13	14
Price	$1.75	$1.65	$1.50	$1.75	$1.65	$1.50	$1.50	$1.50	$1.40

Ripping, V. & B.—No. 11, $1.75; No. 11½, $1.65.
V. & B. Uncle Sam Tradesman's—No. 999, $2.25.
Ball Fein, V. & B., Polished—

No.	7/0	5/0	4/0	3/0	2/0	0	1	2
Price	$1.00	$1.05	$1.05	$1.05	$1.10	$1.15	$1.25	$1.35
No.					3	4	6	8
Price					$1.45	$1.50	$1.65	$2.00

V. & B. Uncle Sam Supersteel—

No.	31	31½	41	41½	42	42½
Price	$2.25	$2.25	$2.25	$2.25	$2.25	$2.25

HAMMERS—
Claw — Stanley: Nos. 12, 12B, 22 — 5-oz., $1.65; 7-oz., $1.75; 10-oz., $1.80; 13-oz., $1.85; 16-oz., $2.00; 20-oz., $2.25.
Engineer's, Plumb's—No. 261, $1.35; No. 262, $1.50; No. 263, $1.65; No. 264, $2.00.
Machinist's Ball Pein, Plumb's—No. 18, 60 cents; No. 370, 85 cents; No. 371, 90 cents; No. 372, 90 cents; No. 373, 95 cents; No. 374, $1.00; No. 375, $1.10; No. 376, $1.15; No. 377, $1.25; No. 379, $1.35; No. 381, $1.65.
Riveting, Plumb's and Stanley No. 147 — No. 250, 4-oz., $1.00; No. 251, 7-oz., $1.00; No. 252, 9-oz., $1.10; No. 253, 12-oz., $1.15; No. 254, 15-oz., $1.20; No. 255, 18-oz., $1.45; No. 256, $1.55.
Prospector's Pick, Plumb's—No. 470, $2.75; No. 471, $4.85.
Brick, Plumb's—No. 461, $2.00; No. 462, $1.75; No. 3154, $1.15; No. 3155, $1.35.

Riveting— Plumb's, Stanley No. 147—	
250, 4 oz.	1.00
251, 7 oz.	1.00
252, 9 oz.	1.10
253, 12 oz.	1.15
254, 15 oz.	1.20
255, 18 oz.	1.45
256	1.55

Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—
Hammer—1st quality, each, 25c; 2nd quality, 20c; Octagon, 25c; Maydole, 20c. Machinists'—12 to 14-inch, each, 25c; 16-inch, 25c; 18-inch, 30c; 20-inch, 30c; 22-inch, 35c; 24-inch, 40c. Riveting—12-inch and 13-inch, each, 20c.
Hatchet — Box, 13¼-inch, each, 20c. Broad — 16-inch, 20c; 17-inch, 25c; 18-inch, 25c. Claw, each, 20c; Derrick, 18-inch, each, 25c; Lath, 13-inch, each, 20c.
Hoe: Garden—Shank, 4½-foot, each, 35c; Socket, 4½-foot, 35c. Meadow—Socket, 5½-foot, each, 50c. Mortar—Shank, 6-foot, each, 90c; Socket, 6-foot, 90c. German, 4½-foot, each, 50c. Planters' — 2x5, each, 70c; 2½x5, 75c; 2¼x5, 80c.
Maul—Post, each, 55c; Woodchoppers', 60c.
Mop—No. 5, each, 35c; 7, 20c; 8, 30c; 10, 45c; 75, 80c.
Pick: Drifting—1st quality, each, 85c; 2nd quality, 70c.
Surface—1st quality, each, $1.00; 2nd quality, 85c.
Rake—6-foot, each, 65c.

Sad Iron: Mrs. Potts—No. 10, 20c; No. 20, 30c. Enterprise—No. 10, 40c.
Saw, Cross Cut—No. 6, 60c; No. 9, $1.00; No. 11, 60c.
Saw, Hand—Panel and Rip: No. 2—85c. No. 7—22-inch, 50c; 26-inch, 55c; 28-inch, 65c. No. D8—24-inch, 85c; 26-inch, 90c; 28-inch, $1.00. No. 12—24-inch, $1.15; 26-inch, $1.25; 28-inch, $1.35. No. D23—26-inch, $1.00.
Saw, One Man—No. 14, 40c; No. 16, 45c.
Scoop, D. H. — XWSC, 75c; XCHB, 75c; XCH, 75c; XCDS, $1.15.
Shovel and Spade, D. H.—XWSH, XWSHR, XWS, 75c; D Tops—100, 35c; 104, 45c.
Shovel and Spade, L. H.—XSC 4½, 60c; AXSC 4½, 60c; XSC M4, 45c; SSXC 4, 55c; XSP 4½, 60c.

Sledge—	24"	26"	28"	30"	32"	34"	36"
1 Quality	.40	.50	.55	.60	.65	.70	.75
2 Quality	.35	.40	.40	.45	.50	.55	.60

HANGERS, BARN DOOR—

Flat Track— No., Brand.	Pair.
5, Myers	2.25
25 Myers Garage Set.	3.00
11, Lanes	2.15
11½, Lanes	2.65
13, Lanes	4.50
25, Lanes	1.50
30, Lanes	1.50
40, Lanes	1.75
93, Lanes	1.75
38-1, Richards	1.75
43, Richards	1.25
248, Richards	1.85
Round Track—	
50, World's Best	2.50
Twentieth Century	2.25
Reliable 1	1.85
Reliable 2	2.25
Reliable 3	5.95
Tubular Track— Cannon Ball—	
384, pair	2.25
440, pair	2.75
507, pair	2.75
715, pair	2.00
734, pair	2.25
736, pair	2.75
800, set	12.80
932, pair	2.75
Extras—Brackets—	
680, each	.20
682, each	.25
683, each	.25
696, each	.85
698, each	.85
803, each	.85
712, Curve	.25
716, Angle	.45
Trolley Track—	
120 Co., 20½ Ri., pair,	.66
122½ Co., 29V Ri., pr.,	.71
195A, Coburn's	4.75
195B, Coburn's	6.75
24-2, Richards	3.25
120, Richards	7.00
150, Richards	8.00
1D, Johns	6.00
11S, Richards	3.50
11D, Richards	7.00
12S, Richards	4.00
12D, Richards	8.00
15S, Frisco	3.00
15D, Frisco	6.00
140-1, Richards	4.00

HANGERS, HOUSE DOOR—

No., Brand.	Each.
101, Lanes	11.25
101½, Lanes	5.50
105, Lanes	8.75
105½, Lanes	4.35
5S, Prouty	4.35
5D, Prouty	8.75
1S, Johns	3.00

Trolley: Richards—
16 S — Opening 3 feet, per set, $5.75; 3½ feet, $6.00; 4 feet, $6.50; 4½ feet, $6.75; 9 feet, $7.25; 6 feet, $8.50.
16 D — Opening 9 feet, per set, $11.00; 5½ feet, $11.25; 6 feet, $11.50; 6½ feet, $11.75; 7 feet, $12.00; 8 feet, $12.50; 10 feet, $14.25.
19 S — Opening 3 feet, per set, $4.75; 3½ feet, $5.25; 4 feet, $5.75; 4½ feet, $6.00; 9 feet, $6.25; 6 feet, $7.50.
19 D — Opening 9 feet, per set, $9.50; 5½ feet, $9.75; 6 feet, $10.00; 6½ feet, $10.25; 7 feet, $10.50; 8 feet, $11.00; 10 feet, $12.50.
132 S — Opening 3 feet, per set, $6.25; 3½ feet, $6.75; 4 feet, $7.25; 4½ feet, $7.75; 9 feet, $8.25; 6 feet, $9.50.
132 D — Opening 9 feet, per set, $12.50; 5½ feet, $12.75; 6 feet, $13.00; 6½ feet, $13.25; 7 feet, $13.75; 8 feet, $15.00; 10 feet, $17.00.

135, 1	3.50	9, Midget	.60
135, 2	5.00	90T, Midget Track	.15

HANGERS—Track for same—
BARN DOOR —
Cannon Ball, per ft., 35c.
Coburn—1, 35c; 2½, 50c; 11, sect., $5.25; 12½, sect., $8.00.
Richards—31, 45c; 33, $1.00; 50, 20c; 61, 18c; 63, 16c; 243-2, 25c.
Lane—3/16x1", 13c; 5/16x1", 25c; hinged, 20c.
Meyers—Stay-on, 15c.
World's Best—With brackets, 25c.
Prouty—5, 20c.
Twentieth Century—30, 22½c.

HOUSE DOOR—
Prouty—5, 20c.
Lane—3/16x1¼, 20c.
Richards — 9, 12c; 132, 65c; 16, 19, 50c; 150, 20c; 221, 65c.

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 36, 6-in., each, 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.
S. C. 912—3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.
1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.
Lock—20, Prouty, 75c each, 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 20c each; 4½-in., 25c; 6-in., 35c; SC915, 3-in., 30c each; 4½-in., 40c; 6-in., 60c; 941J, 60c.

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RETAIL SELLING PRICES—Continued

HATCHETS—Box—San Diego Pat., Underhill, $3.25 each; Seattle Pat., Underhill, $3.50; 90, Hunt's, $2.50; 491, Sayre's, $2.25; 3010, Plumb's, $2.50; 3011, Plumb's, $2.50.
Broad—1, Hunt's, $1.75; 2, Hunt's, $2.00; 3, Hunts, $2.25; 4, Hunt's, $2.50; 5, Hunt's, $2.75; 2, Kelly's, $1.50; 3, Kelly's, $1.75; 4, Kelly's, $2.00; 1, Plumb's, $1.75; 2, Plumb's, $2.00; 3, Plumb's, $2.25; 4, Plumb's, $2.50; 5, Plumb's, $2.75.
Claw—1, Hunt's, $1.65; 2, Hunt's, $1.75; 3, Hunt's, $1.85; 1, Keen Ridge, $1.50; 2, Keen Ridge, $1.65; 1, Kelly's, $1.25; 2, Kelly's, $1.25; 93, All Steel, $1.10; 1, Plumb's, $1.65; 2, Plumb's, $1.75.
Derrick—Blood's, $2.25.
Flooring—1, Hunt's, $1.85; 2, Hunt's, $2.10; 3, Hunt's, $2.35; 5, Plumb's, $2.75; 6, Plumb's, $3.00.
Half—1, Hunt's, $1.50; 2, Hunt's, $1.75.
Lathing—Hunt's, No. 1, $1.50. Underhill's, No. 40, $2.50; Regular, $3.25; Chicago, $3.25; St. Louis, $3.75; St. Paul, $3.50; California, $3.50.
Shingling—Hunt's, 1, $1.50; Hunt's, 2, $1.65; Keen Ridge, 1, $1.25; Keen Ridge, 2, $1.50; Kelly's, 1, $1.00; Kelly's, 2, $1.10; Plumb's, 2951, $1.50; Plumb's, 2952, $1.60.

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 30c. Linen—No. 012, 60c; No. 015, 70c; No. 018, 80c; No. 020, $1.00.

HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1¼-inch, 10c; 1½-inch, 15c; 1¾-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1¼-inch, 10c; 1½-inch, 10c; 1¾-inch, 15c; 2-inch, 20c.

FLOOR—

Bommer—No. 2...set,	2.75
4, 302, 602.....set,	4.25
852 .....set,	5.00
304, 604 .....set,	6.25
854 .....set,	7.50
18 .....set,	2.10
19 .....set,	3.15
268, 868 .....set,	2.75
269, 869 .....set,	3.90
318, 618 .....set,	2.40
319, 619 .....set,	3.60
Chicago—No. 8892, set,	1.50
2292, 1892 ....set,	1.75
5592, 9992 ....set,	2.00
Corbin—D, 512	1.85
R, EA, 512.....	1.85
SHA, E, 512	2.00
Katz—R, EA, 2.....	1.85
KF, SHA, E, 2.....	2.15
R, EA, 3.....	4.75
KF, SHA, E, 3....	5.25
R, EA, 3½	5.75
KF, SHA, E, 3½...	6.00
Rixon—7 .....15.00	
8 .....16.50	
10 .....18.75	
15 .....22.50	
20 .....36.00	
25 .....45.00	
30 .....53.00	
40 .....85.00	
Standard—R, EA 450.	7.00
SHA, E, 450	8.50
R, EA, 452 .....12.00	

ORNAMENTAL SURFACE "BUTTERFLY"—

1420, D2 & F—	
1¾x1¾	.25
2½x2½	.30
3x3	.35
1420, H & N—	
1¾x1¾	.35
2½x2½	.40
3x3	.45
1431, 1474, 1475, 1478, 1479, 1480, 1481, 1482 and 14331—D2 & F....	.25
SF2 & H.....	.25
J1	.35
N	.35
REFRIGERATOR—Flat—	
T400, Cast Iron	.55
1404, Wrt. Brass.....	.75
1404N, Wrt. Brass...	.85
1405D2&F, Wrt. Steel	.50
1405N, Wrt. Steel....	.55
Offset—	
T402, Cast Iron.....	.60
1408, Wrt. Brass....	.65
1408N, Wrt. Brass...	.80
1409D2&F, Wrt. Steel.	.55
1409N, Wrt. Steel....	.60
SCREEN DOOR SPRING—	
900	.30
R 902, EA 903.....	.40
SR, SHA, 905 & E913	.50
2100	1.10
R 2102, EA 2103.....	1.40
E 2104, SHA 2105....	1.75
D 2200	1.10
R 2202, EA 2203.....	1.40
SHA 2205	1.75
SCREEN DOOR SETS—	
7	.35
1900	.40
R 1902, EA 1903....	.50
SHA 1905	.60

FLOOR—Chicago Spring—
Ajax, Dull Brass, No. 3281, $2.25. Relax, Dull Brass, No. 6281, 1½-in. to 1¾-in., $5.15; 1½-in. to 2-in., $8.40; 1¾-in. to 2¾-in., $11.00.
Triplex, Double Acting—Japanned, 3-in., $2.40; 4-in., $3.45; 5-in., $4.10; 6-in., $5.25. Dull Brass, 3-in., $3.80; 4-in., $4.60; 5-in., $5.55; 6-in., $7.10; 7-in., $9.25.

SCREEN DOOR—Japanned, No. 3005, 85c; 505, 30c. Dull Brass, No. 3285, $1.20.
Screen Door Sets—No. 1505, Black, 45c.

SPRING—Bommer—Single Acting—Pair—

Size.	3"	4"	5"	6"	7"	8"	10"
Japanned	1.60	1.90	2.25	2.75	....	....	....
Ant. Cop., Dull Br.	2.00	2.60	3.00	3.80	....	....	....
Ant. Br., Sd., Nic..	2.85	3.40	4.00	....	....	....	....
Double Acting—							
Japanned	2.65	3.15	3.75	4.60	5.85	8.50	11.75
Ant. Cop., Dull Br.	3.50	4.25	5.00	6.35	8.25	11.75	16.00
Ant. Br., Sd., Nic..	4.75	5.65	6.85	8.25	10.60	14.50	....

New List Price of Chicago Triplex and Bommer Spring Hinges—

Single Acting—	3"	4"	5"	6"	7"	8"	10"
Japanned	3.10	3.70	4.80	5.30	....	....	....
Ant. Cop., Dull Br.	4.10	5.00	5.90	7.40	....	....	....
Ant. Br., Sd., Nic..	5.50	6.60	7.90	....	....	....	....
Double Acting—							
Japanned	5.20	6.10	7.20	8.10	11.40	16.50	22.80
Ant. Cop., Dull Br.	6.90	8.80	9.80	12.40	16.00	22.80	31.40
Ant. Br., Sd., Nic..	9.20	11.00	13.20	16.00	20.50	28.40	....

Spring, Chicago —

No. 1½, Double Acting—	No. 2½, Blanks—
⅞ to 1 ..... 3.85	⅞ to 1 ..... 1.65
1⅛ to 1¼ 3.90	1⅛ to 1¼ 2.00
1⅜ to 1½ 4.65	1⅜ to 1½ 2.35
1¾ to 2 ..... 6.75	1¾ to 2 ..... 3.35
2¼ to 2½.....13.50	2¼ to 2½ 6.10

Wrought Brass, With Brass Screws —

	¾	1	1¼	1½	1¾	2	2¼	2½
Narrow....	.10	.10	.10	.15	.15	.20	.20	.25
Middle....	.10	.10	.15	.15	.20	.20	.25	.35
Broad.....	.10	.10	.15	.15	.20	.25	.30	.40
Desk.....	.10	.15	.20	.25	.40	.45	...	...

STRAP HINGES—

	3"	4"	5"	6"	8"	10"	12"
900, Light, Plain.....12½	.15	.20	.25	.35	.55	...	...
900SC, with Screws.....15	.20	.25	.30	.40	...	...	...
902, Heavy, Plain.....	.20	.25	.35	.50	.70	1.10	...
902SC, with Screws.....	.25	.30	.40	.60	.85	1.25	...
929, Hart's Patent.....	.30	.40	.50	.90	1.25	...	...
935, Corgd., Plain.....	.20	.25	.35	.55	.80	1.15	...

STRAP HINGES—Cont'd—

	3"	4"	5"	6"	8"	10"	12"
935SC, with Screws.....	.25	.30	.40	.60	.90	1.30	...
SC1300¼, Light Galv....25	.30	.40	.55	.70	...	...	...
SC1302¼, Heavy Galv....	.35	.50	.80	1.25	1.85	2.60	...
SC1305¼, Corgd. Galv....	.40	.55	.85	1.50	2.10	...	...

TEE HINGES—

	3"	4"	5"	6"	8"	10"	12"
904, Light, Plain.....12½	.15	.20	.25	.30	.45	.60	...
SC904, with Screws.....15	.20	.25	.30	.35	...	...	...
906, Heavy, Plain.....	.20	.25	.35	.40	.50	.70	...
SC906, with Screws.....	.25	.30	.35	.45	.65	...	...
908, Extra Heavy.....	.25	.30	.40	.55	.90	1.25	...
937, Extra Corgd.....	.30	.35	.40	.70	.90	...	...
SC937, with Screws.....	.35	.40	.45	.75	1.00	1.45	...
SC1304¼, Heavy Galv....	.40	.55	.65	.85	1.40	...	...
SC1306¼, Corgd. Galv....	.55	.85	1.15	1.85	2.50	...	...

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

HOLLOW WARE, CAST IRON: Dutch Ovens — No. 8, $3.90 each; 9, $4.35; 10, $5.25; 11, $6.35; 8, $2.00; 2, $2.50; 1, $3.00; 0, $4.25; 00, $5.85.
Gem Pans — No. 1, $1.15 each; 8, $1.00; 6, $1.15; 10, $1.35; 11, $1.15.
Griddles — No. 7, $1.05 each; 8, $1.15; 9, $1.35; 10, $1.75; 12, $1.95; 14, $2.50; 16, $3.00.
Long Griddles — No. 7, $1.85 each; 8, $2.40; 9, $3.00.
Kettles (Stove) — No. 7, round, $2.60 each; 8, $3.25; 9, $4.00; 7 (flat), $2.75; 8, $3.00; 9, $4.00.
Skillets or Spiders—No. 4, 90c each; 5, $1.00; 6, $1.05; 7, $1.15; 8, $1.30; 9, $1.50; 10, $1.80; 11, $2.25; 12, $2.65 each.
Scotch Bowls — No. 2, $1.85 each; 3, $2.15; 4, $2.50.
Waffle Irons — No. 7, $2.00 each; 8, $2.25; 9, $2.50; 7-D, $2.50; 8-D, $2.75; 11, $2.75; 12, $4.75.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 90c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 45c; 6, 50c; 7, 60c.
Griddles—No. 8, 90c each; 9, $1.10; 10, $1.25; 12, $1.50; 14, $1.75; 16, $2.00.
Skillets or Spiders—No. 7, 90c each; 8, $1.10; 9, $1.35; 10, $1.75; 12, $2.00; 07, 35c; 08, 40c; 09, 55c; 1010, 65c; 012, 75c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.45	...	.35	...
1	.40	...	.40	...
2	.35	...	.30	...
3	.30	...	.25	...
4 or 104.....	.25	...	.20	...
5 or 105.....	.20	...	.15	.75
6 or 106.....	.15	.60	.15	.60
7 or 107.....	.15	.50	.15	.45
8 or 108.....	.15	.30	.10	.40
9 or 109.....	.10	.30	.10	.35
10 or 110.....	.10	.25	.10	.30
11 or 111.....	.10	.20	.10	.25
12 or 112.....	.10	.15	.05	.20
13 or 113.....	.10	.10	.05	.15
14 or 114.....	.10	.10	.05	.10

Gate Hooks and Eyes —

Size.	1½	2	2½	3	3½	4	6
No. 40, steel..	.15	.20	.25	.30	.35	.40	.60
No. 1040, brass..	.50	.60	.75	.90	1.10	1.25	1.50

HOSE FIXTURES—Bands—Magic, ½, ¾ and 1, 2½c each; Caldwells, ½, 3c; ¾, 4c; Sherman, Brass, ½ and ¾, 10c; Galv., ½ and ¾, 5c.
Couplings—½, ⅝ and ¾-in., 20c each; 1-in., 35c; Perfect, ½-in., 35c; ¾-in. 35c; Sherman No. 10, ½ and ¾-in. 20c; Snap, 45c.
Menders—Wood, ½-in., 25c doz.; ¾-in., 25c; Sherman's ½ and ¾-in., 10c each; Coopers, ½ and ¾-in., 15c; P. C. Perfect, ½-in., 15c; ¾-in., 15c; 1-in., 35c.
Nozzles—Mystic, 65c each; Boston, 80c; Duo, 50c; Stanley, Jr., 70c.
Sprinkler Heads—2 Blake, 45c each; 80 and 81, Thompson, 65c; 85 and 86, Thompson, 80c; 115, Thompson, 75c.

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RETAIL SELLING PRICES—Continued

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 15½c; ¾-inch, 19½c; 4-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, black, ½-inch, 17c; ¾-inch, 21c; 5-ply, red, ½-inch, 20c; ¾-inch, 22c.

Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 21c; ¾-inch, 24c; 1-inch, 35c; Electric smooth, ½-inch, 20c; ¾-inch, 23c; 1-inch, 30c; Second Grade, ½-inch, 19c; ¾-inch, 22c; Third Grade, ½-inch, 16c; ¾-inch, 19c; Fourth Grade, ½-inch, 15c; ¾-inch, 18c.

IRONING BOARDS—(See Boards, Ironing).

IRON SHEETS—Galvanized—	Cut Sheets	Full Sheets
14 to 16	.11	.10
18 to 22	.12	.11
Black Sheets—		
10 to 16	.11	.09½
18 to 24	.11	.09½
30	.12	.10
Corrugated Sheets, Galvanized—		
26 Ga.		8.75
28 Ga.		8.00
Rockface Siding		8.75
Brickface Siding 28 Ga.		8.25

IRONS, PLANE—Stanley or Bailey: Single—1¼-inch, 75c; 1¾-inch, 75c; 2-inch, 80c; 2⅛-inch, 85c; 2⅜-inch, $1.00; 2⅝-inch, $1.05. Double—2-inch, $1.20; 2⅛-inch, $1.25; 2¾-inch, $1.55; 2⅝-inch, $1.65.

Stanley Block: Nos. 9½, 15, 18, 19, 60½, 62, 65, 65½, 131, 203, 220—50c; No. 62, $1.00; No. 101, 25c; No. 102, 30c; Nos. 110, 130, 40c; No. 140, 65c.

Wood Bench: Single—2-inch, 40c; 2⅛-inch, 45c; 2¼-inch, 50c; 2⅜-inch, 55c; 2½-inch, 60c; 2⅝-inch, 65c. Double—2-inch, 80c; 2⅛-inch, 85c; 2¼-inch, 90c; 2⅜-inch, 95c; 2½-inch, $1.10; 2⅝-inch, $1.15.

IRONS—Sad—Common, 15c lb.
Mrs. Potts—No. 50, $2.50 per set. 70, $4.00; G. Pressing, 15c lb.; T. Tailor's Goose, 20c. lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No 60, $3.00 set.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated,, $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—QQ339, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Nitrogon Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.35	.40
60 watts	.40	.45
Type C Lamps—	**Clear**	**Frosted**
50 watts	.55	.60
75 watts	.70	.75
100 watts	.95	1.00
150 watts	1.30	1.40
200 watts	1.80	1.90

LANTERNS—Coleman Quick-Lite, Gasoline, LQ827—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.

LANTERNS, Gasoline—
Nulite—Gasoline: No. 2, $8.00; No. 10, $9.50.

LANTERNS—Dietz Tubular—

HOT BLAST
Little Star Tin Lanterns..1.50
Hi-Lo Tin Lanterns....1.10
Victor Tin Lanterns....1.35
Monarch Tin Lanterns..1.25
O. K. Tin Lanterns.....1.50
No. 2 Royal Tin Lants..1.75

COLD BLAST
Junior Tin Lanterns....1.50
Junior Brass Lanterns..2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 1.85
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.35
D-Lite Tin Lanterns....1.65
No. 2 Large Fount Wizard Lanterns 2.10

DASH AND WAGON
Buckeye Dash Lant'ns..2.00
Junior Wagon Lant'n...2.35
Roadster Wagon Lanterns 2.35

DRIVING
Eureka Driving, plain lens 2.50
Same with optical lens..2.65
Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL
Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.
King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass .....
Same, Nickel-plated on Brass 6.50

WALL
No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3.15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING
Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM
Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED
Police Flash Lanterns...2.00
Traffic Signal Lanterns..4.35
No. 12 Display Stand and Assortment 25.00

LATCHES: Barn Door—No. 10, each, 65c; 125, $2.25; 126, $2.10; 127, 50c; 128, 50c.

Door—No. 5, each, 45c; 6, 70c; 24, 45c; 80, 20c; 101, 20c; 102, 20c; 103, 25c; 130, 25c; 1240, 75c; 1263, 45c.

Gate: St. Louis, No. 19, each, 20c; Top Spring, No. 14, each, 35c; Cast, Box — No. 7, each, 30c; 8, 30c; 9, 30c; Upright, No. 3, each, 25c; Secret—No. 01413, each, 90c; R and EA1413, $1.10. Conrad's Safety, 30c.

Night, Rim:
Corbin — No. 353, each, 85c; 356, $3.00; 356, R, EA, $3.00; 0356, $1.15; 0856, R, EA, $1.25; 874, D, $3.50; R, $3.50; 1356, D, $3.75; R, EA, $3.75.
Miller — No. 64, each, 75c; 178C, $1.10; 378, $1.10; 3781B, $1.10; 4978, $1.75.
Sargent—No. 4250J, each, $1.75.
Yale — No. 20, each, $1.15; 26, 85c; 33, $2.25; 34, $3.25; 36, $2.25; 37, $3.00; 42, $4.25; 042, $3.25; 042P, $4.00; 44, $5.00.

LATCHES—Continued.
Refrigerator — No. 091, each, 80c; 091 N, 90c; 091 S, 85c; 091 SN, $1.00; 092, $1.10; 092 N, $1.15; 092 S, $1.10; 092 SN, $1.25; 564, 35c; 574, 40c; 640, 640 S, $1.35; 640 N, 640 SN, $1.50; 607 B, 607 BS, $1.00; 607 BN, 607 BSN, $1.10.

LEAD—Bar, 15c lb.; Calking (100 lbs.), 14c lb.; Pig (100 lbs.), 13c lb.; Sheet (full), 17c lb.; Wool, 35c lb.

LEVELS — No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.

Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28-inch, $6.25.

No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.

Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 98, $5.00; 108, $1.00.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 40c.

Wire, Twisted—50-foot, 20 gauge, 40c each: 75-foot, 20 gauge, 45c; 100-foot, 20 gauge, 55c; 50-foot, 18 gauge, 55c; 75-foot, 18 gauge, 65c; 100-foot, 18 gauge, 75c.

Wire, Solid—100-foot, 10 gauge, 65c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease	.12½	...	.35	.50	.70	1.10	2.20
Superior Cup	.20	.40	.55	.85	...	1.60	....
No. 2 Transmis'n.	...	...	...	1.10	...	1.95	....
No. 42 Transmis'n	...	...	...	1.15	...	2.10	....
Black Transmission	...	...	...	.90	...	1.55	....
Black Fibre Trans.	...	...	...	1.10	...	2.00	....
Plow Grease	.10	...	.30	.45	...	....	....

Galena Superior Oils—

	½-gal. can	1-gal. can	5-gal. can	15-gal. gal.	30-gal. gal.	55-gal. gal.
Light Motor Oil	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil	.70	1.30	4.90	.96	.85	.81
Tractor No. 1	...	1.30	5.15	1.02	.91	.87
Tractor No. 2	...	1.30	5.30	1.03	.98	.89
600 Transmission	...	.95	3.50	.69	.58	.54
600 Steam Cyl.	...	1.15	4.50	.89	.78	.74
Castor Machine	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2	.55	.90	3.35	.66	.55	.51
Separator	.55	.90	3.30	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No.50, 66-inch, with end, $5.00.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $1.00; 16x27, $1.25; 18x30, $2.10; 20x33, $2.50; 22x36, $2.50.

Cocoa Fibre, Medium—16x27, $2.50; 18x30, $2.75; 20x33, $3.50.

Steel—15½x23½, $2.00 each; 17½x30, $2.75; 21½x36, $4.00.

Steel Matting in Rolls—Per square foot, 80c.

MATTOCKS—	Each.
Short Cutter, Standard, 5½ lbs.	1.20
Long Cutter, Standard, 6 lbs.	1.25
Pick, Standard, 5 lbs.	2.00

MAULS—Post—10-lb., $1.25 each; 13-lb., $1.60; 16-lb., $2.00; 18-lb., $2.25; 20-lb., $2.50.
Ship or Top, 25c lb.
Wood Choppers—Adze or Round Eye, 30c lb.

MILLS—Older—
Junior 42.00
Medium 52.00
Senior 72.00
Force Feed 82.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
O-Cedar, Handled—No. 4, small triangle, $1.00 each; No. 3, large triangle, $1.50; No. 10B, polish $1.50.
Self-Wringing—No. 10, $1.00 each.
Round—No. 1, $1.75; No. 2, $1.25.

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RETAIL SELLING PRICES—Continued

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 13, 35c each; No. 70, 85c; Janitor's, 55c each.

NAILS—Standard—All sizes, base, $4.65. 6d and larger, 7c lb.; 5d and smaller, 8c; 2d Fine Blue (Lath), 10c. 25 lb. lots, add to selling base $1.25 per keg. 50 lb. lots, 75c.

Cement Coated—All sizes, base, $3.90. 6d and larger, 10c lb.; 5d and smaller, 12c.

Felt Roofing—⅞ inch Plain, 15c lb.; ⅞ inch Galvanized, 18c.

Brads and Nails in Packages—All sizes, 40 per cent.

Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish.	C.C.Box
2d	1.45	1.65	1.70	2.00	1.65
3d	1.15	1.30	1.35	1.55	1.30
4d	.80	*1.05	1.10	1.25	*1.05
5d	.75	1.00	1.05	1.20	1.00
6d	.60	.70	.75	1.00	.70
7d	.55	.65	.70	.70	.65
8d	.30	.45	.50	.60	.45
9d	.30	.45	.50	.60	.45
10d	.20	.30	.35	.45	.30
12d	.15	.25	.30	.40	.45
16d	.10	.15	.20	.25	...
20 to 60d Base	.05	.10	.15	...	...

Barbed Nails advance 25c over Smooth Nails.

*Orange Box, $1.60.

2d Fine—Plain, $1.95; Extra, $1.95.

3d Fine—Plain, $1.35; Extra, $1.55.

Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. ½-lb., 10c each; ¼-lb., 15c.

Wrought Brass—2-oz., 15c each; 4-oz., 25c.

Hob—⅜, 30c lb.; larger, 30c.

Hungarian—Round or Cone Head—½-lb., 5c each; ¼-lb., 10c.

NETTING, POULTRY—Hexagon, Galvanized after weaving—

2-inch, 20-gauge—

Width, inches—	12	18	24	30
List Roll	2.14	3.08	3.92	4.68
Sell Full Roll	1.95	2.80	3.55	4.25
Sell Cut (lineal foot)	.01½	.02¼	.03	.03¾
Width, inches—	36	48	60	72
List Roll	5.35	7.18	8.91	10.69
Sell Full Roll	4.75	6.40	8.00	9.65
Sell Cut (lineal foot)	.04	.05½	.06¾	.08

1½-inch, 20-gauge—

Width, inches—	12	18	24	30
List Roll	3.15	4.53	5.78	6.90
Sell Full Roll	2.85	4.10	5.25	6.25
Sell Cut (lineal foot)	.02¾	.03¾	.04½	.05½
Width, inches—	36	48	60	72
List Roll	7.88	10.50	13.13	15.75
Sell Full Roll	7.10	9.45	11.75	14.10
Sell Cut (lineal foot)	.06	.07¾	.10½	.12

1-inch, 20-gauge—

Width, inches—	12	18	24	30
List Roll	4.95	7.12	9.08	10.88
Sell Full Roll	4.45	6.40	8.20	9.85
Sell Cut (lineal foot)	.04	.05½	.07¼	.08
Width, inches—	36	48	60	72
List Roll	12.38	16.50	20.63	24.75
Sell Full Roll	11.15	15.00	18.60	22.25
Sell Cut (lineal foot)	.09½	.12½	.15½	.18½

¾-inch, 20-gauge—

Width, inches—	12	18	24	30
List Roll	8.55	12.30	15.68	18.71
Sell Full Roll	7.75	11.10	14.10	16.85
Sell Cut (lineal foot)	.07¼	.09½	.12½	.14½
Width, inches—	36	48	60	72
List Roll	21.38	28.50	35.63	42.75
Sell Full Roll	19.25	25.65	32.00	38.50
Sell Cut (lineal foot)	.15½	.22½	.27	.32

NIPPERS, CUTTING—

Bernard's—

5-inch	2.25
6-inch	2.65
7-inch	3.25

Nettleton's—

6-inch	2.00
8-inch	2.40
10-inch	2.90
12-inch	3.10
14-inch	3.75

Utica—

5-inch	1.00
6-inch	1.15
7-inch	1.35
4-inch	1.15
4½-inch	1.25
5-inch	1.35

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.

Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.

Wing, Tapped, U. S. S.—8-16, 20c doz.; ¼, 25c; 5-16, 30c; ¾, 40c; 7-16, 50c; ½, 75c; ⅝, $1.25.

OAKUM—Plumbers', 20c; Navy, 30c; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.

Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.

Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.

Many-use—3-oz. can, 25c.

OVENS PORTABLE—

No.	Each.	No.	Each.
Androck, complete	1.10	11	2.75
Kerogas—		13	3.50
357	6.00	111	3.50
657	7.25	113	3.75
Pinney & Boyle—		120	6.25
1	3.25	213	3.50
2	3.75	220	7.00
		313	4.25

OVENS: New Perfection—No. 121-GE, one burner, glass swing door, blue enameled door frame, $6.00; No. 122-GE, two burners, $7.50.

Puritan—Two burners, glass drop door, polished steel, asbestos lining, knockdown style, $5.75.

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 40c.

Italian Hemp—A, 1-inch, 50c.

Square Flax, braided, 50c.

Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.

Asbestos Cement—7½c lb.

Wicking, Asbestos—4-oz. ball, 30c.

Cotton Candle—2-oz. ball, 10c.

PADLOCKS—Corbin—No. 958, 35c each; 2802¼, 30c; 2822¼, 40c; 2869, 75c; 2879, $2.00; 2880, $2.25; 2881, $2.50; 2888, $3.75.

Miller—No. 1, $1.25 each; 16, 20c; 16B, 35c; 16G, 25c; 18, 25c; 19, 30c; 19G, 30c; 21, 35c; 21G, 35c; 84, $1.50; 85B, 20c; 87, 20c; 41, 60c; 76, 75c; 88, 35c; 99, $1.25; 100B, 20c; 121, 40c; 125, $1.15; 180, 35c; 190, 40c; 210, 50c; 214, 55c; 221, 65c; 232, 65c; 700B, 40c; 1393, 60c; 5438, $1.00; 5438XC, $1.15; 5441, 80c; 5441XC, 95c each.

Yale—No. 223, 85c each; 225, $1.00; 453J, 30c; 453X, 30c; 563, $1.75; 565, $2.10; 585, $1.50; 635, $1.50; 645J, 65c; 803, $2.25; 805, $2.25; 805½, $2.50; 813, $2.25; 815, $2.85; 823, $2.40; 833, $3.00; 843, $3.25; 853, $3.50; 854, $2.75.

Slaymaker—No. 160, $1.75 each; 178, 45c; 179, 5c; 189, 75c; 1092, 90c; 1093, $1.10; 1098, $1.10; 1902, 55c; 1903, 60c; 1904, 75c; 3901, 75c; 3902, 60c; 3903, 45c; 4026, 20c; 4078, 75c; 6130, 25c; 9902, 70c; 9902 N. C. 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—	
1 gallon	1.45
5 gallons	1.15
Alum—Pwd., less than 100 lbs., lb.	.17
Benzine—	
New cans, casd., gal.	.60
Old cans, uncsd, gal.	.40
Coal Tar—	
5-gal. Gal.	.40
1-gal. Gal.	.55
Less 25 lbs.	.09½
Creosote—	
Gal.	.85
Distillate—	
Light, gal.	.40
Glue—	
No. 2 Gelatine	.50
Chicago White	.50
Calsomine, White—	
Bbls., 280 lbs.	.08
Kegs, 100 lbs.	.08½
4 25-lb. pkgs., bulk	.09
25 lbs., bulk	.09
100 lbs., 5-lb. pkgs.	.09
Less 100 lbs., pkgs.	.09½
Lamp Black—Bear Brand—	
1-S, lb. pkg.	.45
½-S	.30
¼-S	.20
Linseed Oil, Boiled—	
5's Gal.	1.32
1's Gal.	1.62
½'s ½-Gal.	.90
¼'s Qt.	.50
½'s Pt.	.30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.85
Paint, Dry Colors—	
Umber	.12
Chrome Green, Med.	
Graphite	.07
Metallic	.08
Sienna	.11
Venetian Red	.08
Yellow Ochre	.07
Painters' Petroleum—	
1-gal. Gal.	.60
Paints, Ready Mixed—1st grade, white—	
Gals. Gal.	4.40
½-gals. ½-Gal.	2.30
Quarts Qt.	1.25
Pints Pt.	.70
½-pints ½-Pt.	.40
1st Grade, Colors—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Pints Pt.	.65
½-pints ½-Pt.	.35
2d Grade, White or Colors—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Inside Floor—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Porch—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Plaster Paris—	
Less sack, lb.	.10
Putty, Bladder—	
Less than 100 lbs.	07½
Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. cans	.12½
3-lb. Cans	.09½
5-lb. cans	.09
10-lb. cans	.08½
25-lb. cans	.08
85 lb. cans	.06½
Rosin—	
Lb.	.14
Barrels, 280 lbs.	.08½
Kegs, 100 lbs.	.09½
100-lb. bulk	.09½
25-lb. bulk	.09¾
Less 25 lbs.	.10½
100 lbs., 5-lb. pkgs.	.10
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs., 5-lb. pkgs.	.10

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RETAIL SELLING PRICES—Continued

Turpentine—
Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

5's	Gal., 1.75
1's	Gal., 2.00
½'s	Gal., 1.10
¼'s	Qt., .60
⅛'s	Pt., .35

PAPER — BUILDING — PIONEER —

Roofing—	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Plymouth, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	....	2.50	....
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	....	3.75	....

Sheathing, Gray — Per roll, 20-lb., $1.00; 25-lb., $1.25; 30-lb., $1.50.

Shingles, Slate, Red or Green—Individual (424 per square), $10.00 square. Strip or Slab (104 per square), $9.00.

Tin Caps—1¼-inch, 30c per lb.

Felt—Asphalt Saturated, $2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, $1.75 per roll; Saturated and Coated $2.75.

BUILDING PAPER — PARAFFINE CO.'S —

Roofing —

Malthoid and Ruberoid—Extra Quality: Light, $3.25; medium, $3.75; heavy, $4.25.

Junior Malthoid and Imp. — Standard Smooth: Light, $2.50; medium, $3.00; heavy, $3.50.

Cronolite and Risisto — Standard Sanded: Light, $2.25; medium, $2.75; heavy, $3.50.

Pabco and Alberoid — Asbestos Top: Medium, $4.75; heavy, $5.25.

Malthoid and Ruberoid Mineral Surface — Extra heavy, $5.00 per square.

Pabco and SPC Mineral Surfaced—Standard, $3.75 per sq.

Pabco and SPC Asbestos Felt—(14 lbs.), $5.50 per roll.

Pabco and SPC Asbestos—2-ply, $5.00 per sq.

Pabco and SPC Asbestos—3-ply, $7.25 per sq.

Shingles —

Pabco and SPC Shingles—Red or green, $10.00 per sq.

Pabco and SPC Tylo—Red, $10.00 per sq.

Malthoid and Ruberoid—Red or green, $11.50 per sq.

Malthoid and Ruberoid Tylo—Red, $11.50 per sq.

Sheathing-Grey—20 lbs., $1.20 per roll; 30 lbs., $1.80 per roll; 40 lbs., $2.40 per roll.

Felts —

Asphalt Roofing Felt, $3.00 per roll; Deadening Felt, 6½c per lb. Walfelt, 7c per lb.; Urban Sheathing Felt, $1.75 per roll; Pabco Coated Roofing Felt, $2.75 per roll.

Glazed Building Paper —

P. & B. — 16 lbs., $3.40 per roll; Ruberoid, 25 lbs., $5.00 per roll; 37 lbs., $7.40 per roll; 50 lbs., $9.35 per roll.

Malthine—SPC, 18 lbs., $2.80 per roll; 26 lbs., $3.50 per roll; 38 lbs., $4.75 per roll.

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

	0	½	1	1½	2	3
Emery Paper	1.00	1.05	1.15	1.30	1.55	2.00
Emery Cloth	2.00	2.00	2.25	2.25	2.50	3.00

PERCOLATORS, COFFEE—Universal—

46	3.50	74	4.50
48	4.00	76	5.00
42	3.25	79	5.75
54	3.50	714	6.50
56	4.00	464	4.75
58	4.50	466	5.25
64	4.00	469	6.00
66	4.50	474	5.25
69	5.25	476	5.75
614	6.00	479	6.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., 90c each; 6-lb., $1.00; 7-lb., $1.15; 8-lb., $1.25; 9-lb., $1.35.

Drifting—No. 1, 90c each; 2, 95c; 3, $1.00; 4, $1.15; 5, $1.25.

Poll—1, 3⅛ lbs., 95c; 2, 4 lbs., $1.00.

Prospecting—Std., 2471, $1.75; Maydole No. 1482, $2.25; No. 1483, $2.00.

Ice—B, 50c; C, 45c; D, 75c; Chisel, 0, 25c; 1, 35c; Chipper, 5, 50c; 93, 20c; 159, 25c; 630, 30c; 1554¾, 20c.

Drift Pick Eyes—No. 2, 3-lb., 75c; No. 3, 4-lb., 80c; No. 4, 5-lb., 85c.

PINS—Clothes—C—Common, 10c doz.; US—Spring, 15c; H—Hoyt's Spring, 20c.

PINCERS—Carpenters'—6-in., 65c; 8-in., 80c; 10-in., $1.00.

PIPE—(See Plumbing Prices, Page 169)

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.

4-inch, Japan, 40c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 20c.

Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c; 5, 40c; 6, 45c. 8-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 26, 20c each; 3, 20c each; 30, 20c. 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.

Roof Plates and Saddles, Nos. 15, 16 (Sida), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS, AUTOMATIC—Colt's—A 252 (CA25), $16.50 each; A328¾ (CA32), $19.50; A3808¾ (CA380), $19.50; 384½ (CA384½), $36.75; 455 (CA455), $34.00.

Remington—51, $19.50.

Savage—1907, 32 Cal., $19.00; 380 Cal., $19.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.35; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Stanley—No. 1, $2.95 each; 2, $3.85; 3, $4.10; 3C, $4.25; 4, $4.35; 4C, $4.60; 4½, $5.00; 4½C, $5.35; 5, $5.00; 5C, $5.25; 5½, $5.35; 5½C, $5.00; 6, $6.60; 6C, $6.90; 7, $7.50; 7C, $7.65; 8, $8.35; 8C, $9.25; 9, $9.15; 9½, $2.25; 9¾, $2.75; 10, $6.65; 10½, $5.40; 12, $5.00; 12½, $6.60; 15, $2.10; 15½, $2.85; 16, $2.50; 17, $2.85; 18, $2.85; 19, $2.85; 20, 8.25; 24, $3.10; 25, $2.85; 26, $3.20; 27½, $3.75; 28, $4.15; 29, $4.65; 31, $4.50; 32, $5.00; 35, $3.75; 36, $4.50; 37, $5.00; 40, $2.20; 40½, 3.00; 45, $14.00; 46, $9.80; 47, 7.65; 48, $5.25; 49, $5.25; 50, $7.90; 55, $25.50; 60, $2.60; 60½, $2.85; 61, $2.25; 62, $5.65; 65, $8.15; 65½, $2.60; 71, $3.95; 71½, $3.20; 72, $4.85; 74, $10.25; 75, 75c; 78, $3.25; 85, $4.60; 90, $3.95; 92, $4.00; 93, $4.85; 94, $5.65; 95, $3.00; 97, $3.95; 98, $2.00; 99, $2.00; 100, 60c; 101, 50c; 102, 95.; 103, $1.25; 110, $1.80; 112, $4.50; 113, $7.45; 120, $1.75; 130, $1.80; 131, $2.75; 140, $3.00; 146, $4.00; 147, $4.25; 148, $4.65; 171, $5.95; 190, $2.90; 191, $2.90; 192, $2.65; 203, $1.50; 212, $3.10; 220, $1.70; 278, $3.25; 289, $4.00. 444, $11.00; 602, $4.30; 603, $4.90; 604, $5.30; 604C, $5.55; 604½, $6.15; 605, $6.15; 605C, $6.45; 605½, $6.75; 606, $7.85; 606C, $8.25; 607, $9.90; 607C, $9.45; 608 $10.70; 608C, $11.20.

No. 39—¼, $2.90; ⅜, $3.20; ½, $3.40; ⅝, $3.55; ¾, $3.70; 13-16, $3.85; ⅞, $3.85; 1, $3.95.

Stanley Block Plane Irons—100 and 101, 15c; 102 and 103, 20c; 110 and 130, 30c; 120 and 220, 40c; 140, 50c; 9½ and 9¾, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c. 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $3.00. inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, $1.00.

PLATES, GAS, HOT—No. 501, $3.50 each; 502, $5.75; 503, $8.50; 702, $7.75; 703, $11.50; 722, $8.50; 723, $12.50; 1001, $2.50; 1002, $4.25.

PLIERS—Klein's No. 201—6-inch, $3.25 each; 7-inch, $3.50; 8-inch, $4.00; 9-inch, $4.75. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.00; 9-inch, $2.25; 12-inch, $2.75; 18-inch, $3.50; 24-inch, $4.00. No. 37, 12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.25. No. 37G, 12-inch, $3.75; 18-inch, $4.50. No. 34G, 4-inch, $1.65; 6-inch, $2.00; 8-inch, $2.75; 10-inch, $3.25.

Wood, Stanley or Disston—No. 00, $1.50; 0, $1.65; 2, $2.25; 3, $2.75; 8, $3.50. No. 18, 26-inch, $3.25; 28-inch, $3.35; 30-inch, $3.35. No. 15, 26-inch, $3.85; 28-inch, $4.00; 30-inch, $4.00. 30, $3.35; 35, $3.00; 45½, $4.75. No. 93, 26-inch, $4.65; 28-inch, $4.85; 30-inch, $5.00. 95, $7.75; 96, $9.25; 102, 75c; 104, $1.00.

Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, $1.00.

POKERS, STOVE—No. 100, Straight, 20-inch, 20c; 105, Bent, 20-inch, 20c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt., 40c each; 1 pint, 50c; 1 quart, 80c; ½ gallon, $1.25; 1 gallon, $2.25; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOllo, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 30c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

PULLERS—Nail—Rex, $1.35 each; Rex, Jr., $1.15; Red Devil, $2.50; Morrill's, $3.00; Little Giant, $2.00.

PULLEYS—Brass Screw, No. 35, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 37, ⅝-inch, 35c Clothes Line—No. 30, 3½-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2½-inch, 30c; No. 67, 25c; No. 160, 2-inch, 25c; No. 6500, 5½-inch, 55c; No. 6500G, 5½-inch, 65c.

Hay Fork—No. 566, for rope, 75c; No. 1651, for wire rope, $1.85.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

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RETAIL SELLING PRICES—Continued

PUMPS—P. S.—1, $3.60; 2, $4.00; 3, $5.00; 4, $6.00.

PUTTY—Per lb., 15c.

RAIL, DOOR HANGER—See Hangers

RAKES, GARDEN — Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—	8"	10"	12"	14"	16"
Flat Wood	.50	.70	.95	1.25	1.65
Half Round Wood	.55	.75	1.00	1.35	1.75
Half Round Cabinet	.70	.95	1.25	1.60	2.00
Horse Hellers, Plain	...	...	.45	.65	.85
Horse Hellers, Tanged	...	...	...	.80	1.10

RAZORS (SAFETY)—Eveready—

No.		No.	
700, each	1.00	706 B, 6 Blades, Pkg.	.40
2, each	3.00	706 B, 12 Blades, Pkg.	.65
Gem			
800, each	1.00	800 B, 7 Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, 5 Blades, Pkg.	.35
Durham Domino			
1, each	1.00	3 Blades, Pkg.	.30
2, each	2.00	5 Blades, Pkg.	.50
Gillette			
Old Type—		Blades—	
Brownie	1.00	6 Blades, ½ pkg.	.50
Pioneer	2.50	12 Blades, Pkg.	1.00
Pocket	3.00		
New Type —		Each	5.00
New Standard, Bostonian, Richwood, Big Fellow—		Gold Plated	6.00
		Traveler	7.50
AutoStrop			
1, 7, 8, set	5.00	254S, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
35, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1 Wood, $2.75.

REVOLVERS—

Colts, Model	Each
Pocket Positive	28.00
Police Positive Spec.	25.00
Police Positive Tgt.	27.00
Army Special	26.00
New Service	31.00
Single Action	29.00
Iver Johnson—	
Model 1900; .22, .32, or 38 —	
2½-inch	5.00
4½-inch	5.50

	Hammer	Hammerless
3	$10.00	$11.00
4	10.50	11.50
5	11.00	12.00
6	11.50	12.50

Smith & Wesson —	
1905 Military and Police	31.00
Regulation Police	29.00
1903 Hand Ejector	27.50
38 S. & W. Perfected	27.50
1908 Military	35.00
1911 Target—6-inch	31.50
10-inch	28.00
New Departure—	
.32 caliber	25.50
.38 caliber	27.50
1917 Army, 45 caliber	35.00

RIFLES—No. and Model—

Benjamin Air—	
E	5.25
Daisy Air—	**Each**
25	5.25
40	5.25
3	3.25
30	2.75
11	2.25
12	1.75
King Air—	
4	2.50
5	2.75
5B	3.50
10	.90
21	1.50
22	1.75
Marlin—	**Each**
20, Round barrel	19.50
27, Round barrel	31.00
Octagon barrel	32.75
38, Octagon barrel	21.50
39, Octagon barrel	26.50
93, Round barrel	32.50
Octagon barrel	34.00
Carbine	32.50
Remington—	
4 TD—Octagon Brl.	11.65
6 TD—Round Brl.	7.85
8 A TD—Round Brl.	62.00
12 TD—Round Brl.	22.00
TD—Octagon Brl.	25.55
14 A TD—Standard	49.50
TD—Carbine	48.45
16 A TD—Standard	42.00
Savage—	
1899 250-3000	51.00
1899 TD, Feath'wt.	46.00
1899 SF	39.00
1904 TD, Single shot	8.50
1914 TD, Hammerless	21.00
Stevens—	
Little Scout	5.40
Crack Shot	6.85
Marksman	8.65
Favorite	9.85
70 TD, 22	15.00
Winchester—	
86 TD .38, Rd. Brl.	61.50
90 TD, .22, Oct. Brl.	24.75
Cal. 25-20, 32, 38, 44—	
92 SF, Rd. Bbl.	31.75
92 SF, Oct. Bbl.	33.75
92 SF Carbine, Rd.	28.75
92 TD, Rd. Bbl.	44.25
92 TD, Oct. Bbl.	46.25
Cal. 32-40, 38-55—	
94 SF, Rd. Bbl.	35.50
94 SF, Oct. Bbl.	38.50
94 SF, Carbine, Rd.	33.00
94 TD, Rd. Bbl.	49.25
94 TD, Oct. Bbl.	52.25
Cal. 25-35 Win., 30 Win., 32 Win. Special—	
94 SF, Rd. Bbl.	37.50
94 SF, Carbine, Rd.	34.75
94 TD, Rd. Bbl.	51.25
94 TD, Oct. Bbl.	54.25
30 Army, .303 British, 30 Govt. '06, 35, 405—	
95 SF, Rd. Bbl.	49.25
95 SF, Carbine, Rd.	49.25
95 SF, Musket, Rd.	58.00
95 TD, Rd. Bbl.	62.25
02 SS, .22, Rd. Bbl.	7.50
03 .22, Rd. Bbl.	41.00
04 SS, .22, Rd. Bbl.	9.00
05, 35, Rd. Bbl.	47.50
06 .22, Rd. Bbl.	21.50
06 Expert, .22, Rd.	24.75
07, 351, Rd. Bbl.	57.50
10, 401, Rd. Bbl.	57.50
52, Bolt Act., .22, Rd.	57.50
87, SS, Makt., .22, Rd.	49.25
97 SF	42.75
97 TD	46.00
11 TD	61.50
12 Hammerless, TD	54.25
12 Tournament	82.25
12 Trap	101.00
12 Pigeon	197.00
12 Hammerless TD, Tourn. with Ventilated Rib	154.25
Trap	164.00
Pigeon Eng.	260.00

Add $10.75 to Tournament grade shotgun for extension action slide handle, model 12, and $17.25 to Trap or Pigeon grade for extension action slide handle, model 12.

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box.; 100's, 10c box.

Copper—With Burrs—					
Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.	.30	.55	7—Asst.	.30	.55
8 "	.30	.55	8 "	.30	.55
9 "	.30	.55	9 "	.30	.55
10 "	.30	.55	10 "	.30	.55
12 "	.30	.55	12 "	.30	.55

Copper Iron, with Burrs—08 Asst., 15c, ½-lb. box; 010, 20c.

RIVETS—Tinner's—

Tinned (in bulk), 25c.

Tinned (in papers)—8-oz., 25c; 12-oz., 30c; 14-oz., 35c; 1-lb., 40c; 1½-lb., 45c; 2-lb., 60c; 2½-lb., 70c; 3½-lb., $1.00; 4-lb., $1.10; 5-lb., $1.20; 6-lb., $1.40; 7-lb., $1.65; 8-lb., $1.90; 10-lb., $2.65; 12-lb., 3.25; 14-lb., $3.75.

Tubular Harness—50S, per box, 15c; 100S, 25c.

ROOFING—(See Paper).

ROPE—Cotton—	3/16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	68	45	20	12	8	6	4½	3
Cents per ft.	1	1¾	3½	5½	9	11	20	30
Manila—	3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	80	55	27	13½	7½	6.1	4.5	3.8
Cents per ft.	½	¾	1¼	2¼	.4	.5	.6½	.8
Sisal—								
Ft per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	½	¾	1¼	2	3½	4	5½	7½
Galv.Wire—	3/16	¼	⅜	½	⅝	¾	⅞	1
Cents per ft.	1¾	2½	4¾	7¼	...	...	...	...
Thimbles	05	05	10	15	15	15	20	
Clips, Galv.	15	10	15	20	25	35	45	
Clips, Jap'd	15	10	10	15	25	30	35	

ROPE—(Portland Cordage Co. list)—Basis Prices—Per lb., ¾-in. diameter or larger—Manila, Cloverleaf, 25c; Manila, Seaport, 20c; Life Line Lariat, 3 or 4 strand, 38c; Bronco Lariat, Red Thread, 3 or 4 strand, 30c; Black Hawk Lariat, 4 strand, 7-16-in., 20c; White Sisal Lariat, Red Thread, 3 or 4 strand, 20c; White Sisal, 20c; Sisal, 20c.

Differentials—3-16-in. dia. (6 thread fine), 2½c; ¼-in. 5-16-in. (6 and 9 thread), 2c; ⅜-in. (12 thread), 1½c; 7-16, ½, 9-16-in. (1¼, 1½, 1¾ cir.), 1c; ⅝-in. (2-in. cir.), ½c.

RULES, Boxwood: Lufkin Stanley — 171 (36), each, 55c; 372 (36½), 80c; 386 (32), 85c; 388 (32½), $1.25; 465 (69), 20c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 761 (63), 45c; 762B (7), $1.00; 771 (84), 70c; 780 (62½), 85c; 781 (62), 75c; 781C (62C), $1.65; 808 (5), $1.10; 861A (53½), 85c; 862C (88½), $1.35; 871 (52), 75c; 882 (76), $1.15; 881 (54), $1.00; 3851 (66½), 65c, 3861 (66¼), 75c; 3881 (66¾), $1.65; 4883 (94), $3.00.

Zigzag, Aluminum — No. 423, 3-inch, each, $1.15; 424, 4-inch, $1.50; 425, 5-inch, $1.75; 426, 6-inch, $2.25.

Riveted Joint: Yellow — No. 803F, 3-inch, each, 25c; 804F, 4-inch, 30c; 805F, 5-inch, 40c; 806, 6-inch, 45c. White—853F, 3-inch, each, 30c; 854F, 4-inch, 35c; 855F, 5-inch, 45c; 856F, 6-inch, 55c.

Concealed Joint — No. 04, 4-inch, each 45c; 05, 5-inch, 60c; 06, 6-inch, 70c; 08, 8-inch, 90c; 104, 4-inch, 50c; 105, 5-inch, 65c; 106, 6-inch, 75c; 108, 8-inch, $1.00; 703, 3-inch, 25c; 704, 4-inch, 30c; 705, 5-inch, 40c; 706, 6-inch, 45c; 708, 8-inch, 65c; 703, 3-inch, 30c; 704, 4-inch, 35c; 705, 5-inch, 45c; 706, 6-inch, 55c.

With Hook—No. H8516, 6-inch, each, 55c; H8526, 6-inch, 60c.

Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 1131, 1141, Zig-zag, 65c; 1132, 1142, Zig-zag $1.25; 1143, Zig-zag, $1.85.

SAWS — Cross Cut —

	S 520	A51 and 52 S503 and 513	V251 and 252	V360	V361
5	$ 7.65	....	....	$ 6.70	$5.65
5½	8.55	....	....	7.40	6.30
6	9.60	$12.80	$ 8.60	8.10	6.85
6½	10.85	14.40	9.80	8.80	7.40
7	12.12	16.00	10.85	9.45	8.00
7½	....	17.60	11.95	10.10	8.55
8	....	19.35	13.10	10.85	9.15
8½	....	21.30			
9	....	23.30			
10	....	27.35			

One-Man Cross Cut —	A1000	A749	S222
3	$5.55	$4.70	$3.95
3½	8.65	5.30	4.45
4	4.15	6.00	5.00
4½	4.60	6.60	5.55
5	5.25	7.40	6.10
5½	5.70	...	6.55

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RETAIL SELLING PRICES—Continued

SAWS—Hand—

61, 62, 361, 362, Simonds Blue Ribbon, or 12 Disston or 69 Atkins	
18 inch	2.95
20 inch	3.20
22 inch	3.50
24 inch	3.80
26 inch	4.10
28 inch	4.45
71, 72, 371, 372, Simonds Blue Ribbon; D8 Disston or 51 Atkins	
18 inch	2.85
20 inch	2.60
22 inch	2.80
24 inch	3.00
26 inch	3.15
28 inch	3.60
10½ Simonds	
18-inch	2.20
20-inch	2.35
22-inch	2.60
24-inch	2.75
26-inch	2.90
28-inch	3.40
No. 10 Simonds or 7 Disston	
18 inch	2.10
20 inch	2.25
22 inch	2.50
24 inch	2.60
26 inch	2.75
28 inch	3.25
No. 120 Disston	
26 inch	6.20
28 inch	6.60
No. 112 Disston	
26 inch	5.25
28 inch	5.60
No. D 100 or No. D 20 Disston	
26 inch	4.35
28 inch	4.85

SAWS—

	10-in.	12-in.	14-in.	16-in.
Back, No. 4 (Sd. No. 96)	2.50	2.75	3.25	3.50
Compass, No. 2 (Sd. No. 87)	.75	.75	.80	.85
Compass, No. 30	.45	.45	.45	.45
Kitchen, No. 0	...	.70	.75	.80
Butcher—	18-in.	20-in.	22-in.	24-in. 26-in.
No. 5 (Sd. No. 250)	3.50	3.50	3.75	3.75 4.00
No. 7 (Sd. No. 255)	2.50	2.75	2.75	3.00 ....
No. 70	1.75	1.85	2.00	2.10 ....
Panel—				
No. 7 (Sd. No. 10)	.200	2.25	2.50	2.75 ....
No. 8 (Sd. No. 72)	....	2.50	2.75	3.00 ....
No. 12	3.00	3.25	3.50	3.75 ....
No. 091	.95	1.00	1.10	1.25 ....
Plymouth	2.25	2.35	2.50	....

BUCK—No. 40, $2.00; No. 302, $1.35; No. 617, $1.35; No. 618, $1.35; No. 623, $1.50; No. 677, $2.10.
Blades—No. 4, 4B, 66, 75c; No. 77, $1.25. **Rods**, 20c.
Coping—No. 100, 30c; No. 110, 45c.
Keyhole—No. 5, 45c; No. 95, 75c.
Pruning—Disston No. 4, 16-in., $1.75; 18-in., $1.85; No. 50, 12-in., $1.10; 14-in., $1.15; No. 111, $2.00.

SAW CLAMPS—No. 8, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P	1.50
Spec. Morrill	2.00
105 Morrill	.60
1 Morrill	2.00
10	1.20
77	1.00

SAW TOOLS—

Clipper Outfit	.75
Morrill's Raker Gauge—	
No. 1	1.50
No. 6	2.25
No. 9	2.50
Atkins Raker Swage	.45
5-M Tooth Gauge	.25
Jointers Pikes Perf	.75
Jointers No. 7 Sterns	.70
X CUT—	
Morrill No. 8	1.80
Baker No. 8	2.35
Colonial	1.40
7 Taintor	2.00
28 Triumph	1.65
Hammer	.85
Lever	.25
Morin No. 2	3.25
Morin No. 2½	4.50
Morin No. 3	3.00
Setting Tool Disston—	
No. 100	.80
No. 4 Setting Blocks—	
No. 4 Blocks, Morin	1.25
Swages No. 0 Disst	4.75
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins, Excelsior	.85

SCALES: Counter—508, each, $25.00; 510, $27.00.
Family—1021, each, $2.50; 11021, $2.75; 1621, $4.75; 6021, $2.50; 16021, $2.75. Extra Scoops, each, $1.25.
Peddlers'—243, each, $5.25; 243E, $5.75; 243G, $6.00; 262, $8.00; 272, $9.75; 343, $4.75; 343E, $5.00; 343G, $5.00; 0344, $5.25; 0344E, $5.75.
Platform—500-lb., each, $30.00; 1000-lb., $37.50.
Spring Balance—50, each, 25c; 51, 40c; 81, 55c; 84, $1.25; 86, $3.25; 87, $5.50; 2022, $7.75.
Scale Beams—200-lb., each, $4.00; 300-lb., $6.25; 400-lb., $7.50.
Extra Poises—1-lb., each, 75c; 2-lb., 85c; 3-lb., $1.10; 4-lb., $1.25.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.
Wiss—No. 4BH, $1.25 each; 54½, 85c; 155, 90c; 55½, 95c; 56, $1.00; 56½, $1.05; 57, $1.10; 154½, $1.00; 155, $1.05; 155½, $1.10; 156, $1.15; 156½, $1.25; 157, $1.30; 364, $1.10; 364½, $1.15; 365, $1.20; 366, $1.25; 463, 95c; 463½, $1.00; 464, $1.10; 573, $1.15; 573¾, $1.25; 574¼, $1.40; 663, $1.15; 663½, $1.25; 664, $1.40; 763, 95c; 763½, $1.00; 764, $1.05; 764½, $1.10; 765, $1.15; 765½, $1.20; 766, $1.25; 773, $1.05; 773½, $1.10; 774, $1.15; 814, $1.15; 814½, $1.20; 815, $1.25; 815½, $1.30; 816, $1.35.

SCOOPS—Common Hollow Back—Black—No. 2, $1.75 each; 3, $1.75; 4, $1.85; 5, $1.85; 6, $1.90; 7, $2.00; 8, $2.10; 9, $2.25; 10, $2.35.

SCREEN DOORS—(See Doors).

SCREENS, WINDOW—Adjustable Continental Wood Frame—No. 1533, 55c each; 1833, 60c; 2433, 75c; 2437, 85c; 2837, 95c; 3033, 95c; 3037, $1.05.
Sherwood Steel Frame—No. 1833, 75c each; 2433, 90c; 2437, 95c; 3037, $1.20.

SCREWS—
Machine—Brass—Flat or Round Head:
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Diameter	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.30	.30	.35	.40	...
3	.30	.30	.35	.40	...
4	.30	.30	.35	.40	.40
6	.30	.35	.40	.45	.60
8	.50	.55	.60	.65	.80
10	.65	.75	.85	1.00	1.25
12	.85	1.00	1.10	1.25	1.50
¼"(14)	1.60	1.75	2.00	2.10	2.40
5/16"(16)	...	2.75	3.00	3.25	3.75
⅜"(18)	...	3.25	3.50	3.75	4.50

Diameter	1¼-in.	1½-in.	1¾-in.	2-in.
2	...	...	...	...
3	...	...	...	...
4	.50	.65	...	...
6	.70	.90	1.15	1.30
8	.95	1.15	1.35	1.60
10	1.40	1.50	1.75	2.00
12	1.75	2.00	2.25	2.50
¼"(14)	2.75	3.00	3.25	3.75
5/16"(16)	4.25	4.75	5.25	5.75
⅜"(18)	5.25	6.25	6.75	7.25

Iron—Flat or Round Head:

Diameter	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.20	.25	.25	...
3	.20	.20	.25	.25	...
4	.20	.20	.25	.25	.30
6	.20	.25	.25	.30	.35
8	.25	.30	.30	.35	.40
10	.35	.40	.45	.45	.45
12	.45	.45	.50	.50	.50
¼"(14)	.60	.65	.65	.70	.75
5/16"(16)	...	1.00	1.00	1.10	1.20
⅜"(18)	...	1.20	1.25	1.30	1.35

Diameter	1¼-in.	1½-in.	1¾-in.	2-in.
2	...	...	...	...
3	...	...	...	...
4	.35	.40	...	...
6	.40	.45	.50	.65
8	.45	.50	.60	.75
10	.55	.65	.75	.85
12	.60	.70	.80	.90
¼"(14)	.90	1.00	1.25	1.50
5/16"(16)	1.40	1.60	1.75	2.00
⅜"(18)	1.50	1.75	2.00	2.25

SCREWS: U. S. S. Thread, Iron—

Length (inches)	¼-in.	5/16-in.	⅜-in.	7/16-in.	½-in.
¾	.25	.25	.35	.40	.50
⅞	.25	.25	.35	.40	.50
1	.25	.30	.35	.45	.55
1¼	.30	.35	.40	.50	.55
1½	.35	.35	.40	.50	.60
1¾	.35	.40	.45	.55	.65
2	.40	.40	.45	.60	.70
2¼	.40	.45	.50	.65	.75
2½	.45	.50	.55	.70	.80
3	.50	.55	.60	.75	.90
3½	...	...	...	.85	.95
4	...	...	...	.90	1.00

Length (inches)	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.70	...	...	...
⅞	.75	...	...	...
1	.75	1.00	1.65	...
1¼	.80	1.00	1.65	2.10
1½	.85	1.10	1.75	2.10
1¾	.90	1.25	1.90	2.10
2	.95	1.30	2.00	2.35
2¼	1.00	1.40	2.25	2.50
2½	1.10	1.50	2.40	2.75
3	1.25	1.60	2.65	3.00
3½	1.40	2.10	2.85	3.50
4	1.50	2.25	3.00	4.00

S. A. E. Thread—Steel:

Length (inches)	¼-in.	5/16-in.	⅜-in.	7/16-in.
¾	.25	.30	.35	.50
⅞	.30	.35	.40	.50
1	.30	.35	.40	.55
1¼	.30	.40	.40	.55
1½	.35	.40	.45	.60
1¾	.35	.45	.45	.65
2	.40	.45	.50	.70
2¼	.45	.50	.55	.75
2½	.50	.55	.60	.80
2¾	.55	.60	.65	.85
3	.60	.65	.70	.90
3½	.70	.75	.80	1.00
4	.75	.85	.90	1.15

Length (inches)	½-in.	9/16-in.	⅝-in.	11/16-in.
¾	.55	...	...	...
⅞	.55	...	...	...

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RETAIL SELLING PRICES—Continued

SCREWS—Continued.

	½-in.	9/16-in.	⅝-in.	11/16-in.
1	.55	.90	...	...
1¼	.60	.90	...	...
1½	.65	.95	1.10	1.30
1¾	.75	1.00	1.20	1.40
2	.80	1.10	1.30	1.45
2¼	.85	1.20	1.35	1.60
2½	.90	1.30	1.45	1.70
2¾	.95	1.35	1.60	1.80
3	1.00	1.45	1.70	1.90
3½	1.15	1.60	1.90	2.10
4	1.30	1.85	2.15	2.15

SQUARE HEAD SET—V. or U. S. S. Thread—

	¼-in.	5/16in.	⅜-in.	7/16-in.	½-in.
½	.15	.15	.20	.20	.30
¾	.15	.15	.20	.20	.30
⅞	.15	.20	.25	.25	.35
1	.15	.25	.30	.30	.35
1¼	.20	.25	.30	.35	.40
1½	.25	.30	.30	.35	.40
1¾	.30	.30	.35	.40	.45
2	.30	.35	.40	.45	.50
2¼	.35	.40	.45	.50	.55
2½	.40	.40	.50	.55	.70
3	.45	.45	.60	.60	.80
3½	...	...	...	.65	.95
4	...	...	...	.70	1.05

	⅝-in.	¾-in.	⅞-in.	1-in.
½	...	...	...	...
¾	.45	...	...	...
⅞	.50	...	...	...
1	.55	.85	...	...
1¼	.65	.90	1.50	...
1½	.75	1.00	1.60	2.15
1¾	.80	1.10	1.75	2.40
2	.85	1.15	1.90	2.50
2¼	.90	1.25	2.00	2.85
2½	.95	1.35	2.25	3.00
3	1.00	1.50	2.40	3.25
3½	1.10	1.65	2.50	3.50
4	1.25	1.75	2.75	3.75

WOOD—Steel. Flat or Round Head—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2..	.25	.25	...	...	...	...	...
3.....	.25	.25	.25	.25	.25	.30	.30
4.....	.25	.25	.25	.25	.30	.30	.30
5.....	...	.25	.30	.30	.30	.30	.30
6.....	...	.30	.30	.30	.30	.35	.35
7.....	...	.30	.30	.30	.35	.35	.35
8.....	...	.30	.35	.35	.35	.35	.40
9.....	...	.35	.35	.35	.35	.40	.40
10.....	...	...	.40	.40	.40	.40	.40
11.....	...	...	.40	.40	.40	.45	.45
12.....	...	...	.45	.45	.45	.45	.50
13.....	...	...	...	.45	.50	.50	.55
14.....	...	...	...	.45	.55	.55	.60
15.....	...	...	...	...	.60	.60	.70
16.....	...	...	...	...	.65	.70	.90
17.....	...	...	...	...	...	...	.95
18.....	...	...	...	...	...	...	1.00
20.....	...	...	...	...	...	...	1.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3.....	.30	.35	...	...	...	...	...
4.....	.35	.40	...	...	...	...	...
5.....	.35	.40	.45	.50	.55	.70	...
6.....	.40	.40	.50	.55	.60	.70	1.05
7.....	.40	.45	.50	.55	.60	.75	1.05
8.....	.40	.45	.55	.60	.65	.80	1.10
9.....	.45	.50	.55	.60	.65	.80	1.15
10.....	.50	.50	.60	.65	.70	.85	1.15
11.....	.50	.55	.60	.65	.75	.90	1.15
12.....	.55	.60	.65	.70	.80	.95	1.15
13.....	.60	.65	.70	.80	.85	.95	1.20
14.....	.65	.70	.80	.85	.95	1.00	1.25
15.....	.75	.80	.95	.95	1.10	1.15	1.35
16.....	.90	1.00	1.05	1.10	1.25	1.30	1.50
17.....	.90	1.15	1.25	1.20	1.35	1.50	1.70
18.....	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20.....	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristo)—
¼-inch, 10c each; 5-16, 10c; ⅜, 10c; 7-16, 10c; ½, 12½c; ⅝, 15c; ¾, 20c; ⅞, 25c; 1-inch, 35c.

SCREWS—Gimlet Point, Square Head (Per 100)—

	¼" and 5/16"	⅜"	½"	⅝"	¾"
1.....	1.85	....	....	....	....
1¼.....	1.85	....	....	....	....
1½.....	1.85	2.25	....	....	....
1¾.....	2.00	2.40	....	....	....
2.....	2.00	2.50	3.50	5.00	....
2½.....	2.25	2.75	3.75	5.50	....
3.....	2.35	3.00	4.00	5.85	8.25
3½.....	2.55	3.10	4.35	6.25	8.85
4.....	2.75	3.35	4.65	6.65	9.50
4½.....	2.85	3.50	4.90	7.10	10.00
5.....	3.00	3.75	5.25	7.50	10.60
5½.....	3.25	4.00	5.50	8.00	11.25
6.....	3.35	4.25	5.85	8.35	11.75
6½.....	....	4.50	6.10	8.75	12.35
7.....	....	4.65	6.50	9.15	13.00
7½.....	....	4.85	6.75	9.65	13.50
8.....	....	5.00	7.00	10.00	14.00
9.....	....	....	7.65	10.85	15.25
10.....	....	....	8.25	11.75	16.50
12.....	....	....	9.50	13.35	18.75

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c; 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.
Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, $1.00; 8, $1.15; 10, $1.50; 12, 95c. No. 15, 2-inch, 70c; 3, 75c; 4, 80c; 5, 85c. No. 30, $3.00; 31, $4.00; 35, $2.25; 60, $1.00; 130, $3.50.

SCREW DRIVERS—G. & P. — 1¼, 40c; 3, 40c; 4, 50c.

SCYTHES—Brush— Grass—

No.	Each.	No.	Each.
400	2.50	200	2.50
450	2.35	250	2.35
Weed—		100	2.50
300	2.50	150	2.35
350	2.35		

SHEARS—Bench—P. S. W.—No. 4, $14.75; No. 5, $12.50; No. 6, $10.75.

SHEETS, IRON — Galvanized — 10 to 16, 10c; 18 to 24, 10c; 26 to 27, 10c; 28, 10c; 30, 10c. Black, 12 to 16, 9c lb.; 18 to 28, 9c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50; Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 10c; 8c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 11c; 9c full sheet.

SHIELDS—Lag Screw — Expansion— SEBCO —Per hundred list.

3-16 inch	13.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.
American Double Barrel—Hammer, $20.00; Hammerless, $24.00.
Fox, Double Barrel—Grade A—NE, $62.00; E, $74.50. Grade C—E, $115.00. Sterlingworth—NE, $48.00; E, $60.50. Trap—E, $160.00.
Ithaca Double Barrel—Grade 1—NE, $47.50; E, $62.50 Field—NE, $37.50; E, $52.50.
Iver Johnson, Single Barrel—Champion—NE, $13.00; E, $13.50. E, Rib, $16.00.
L. C. Smith, Double Barrel—Field—NE, $46.25; E, $58.50. Fulton—NE, $35.00. Ideal—NE, $55.50; E, $69.25.
Stevens, Single Barrel—105, $13.00; 107, $13.50; 181, $22.50.
Stevens, Double Barrel—215, $20.00; 235, ...; 315, $23.00; 335, $32.40; 345, $36.00; 520, $43.50.
Remington Repeating — 10A, $52.50 each; 10AR, $62.10; 10C, $71.75; 10CR, $81.35; 11A, $62.15; 11AR, $71.75; 11C, $75.75; 11CR, $85.85; 17A, $52.50.
Winchester—

97 SF, 12 Ga., Stand. 42.75	11 TD, 12, Trap....114.50
97 TD, 12 Ga., Std.. 46.00	11 TD, 12, Pigeon...249.50
97 TD, 12, Tourn... 75.50	12 TD, 12, 16, 20 St. 54.25
97 TD, 12, Trap.... 95.25	12 TD, 12, 16, 20 Tu. 82.25
97 TD, 12, Pigeon...185.50	12 TD, 12 16 20 Tp.101.00
11 TD, 12, Stand.... 61.50	12 TD, 12 16 20, Pg.197.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $1.35 each; Carter's, $1.85; Ames, $2.25.
Plain Black Polished — 4th Grade, $1.50 each; Carter's, $2.00; Ames, $2.25.
Riveted Strap Back Black—Ames, $2.00 each.
Riveted Strap Back Polished — 4th Grade, $1.50 each; Ames, $2.25.
Solid Socket—Maynard—Black, $2.50 each; Polished, $2.65.
Fire, Sheet Steel—Jumbo, 25c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.75; Chester, $2.00.

SMOOTH-ON—75c lb.

SOLDER — ½ and ⅓, 35c lb.; No. 1, 90-100, 35c; Wiping.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPRAYERS: Bucket Pump—805, each, $22.50; 324, $10.00; 327½, $6.
Hand — Faultless, each, 60c: Misty, 70c; Midget, 50c; Feeney, $22.50.
Compressed Air—Meyers Pneumatic, each, $8.75; Utility Knapsack, $9.00.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $8.00; Barnes, 276, $12.30; Little Giant, 327½, $7.25; Acme Pressure 345, $9.00; Defiance No. 324, $10.00.

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RETAIL SELLING PRICES—Continued

SPRINKLERS, LAWN: Dew Drop—7-foot, brass, each, $3.25; 8-foot, brass, $3.50; 8-foot, galvanized, $2.85.
Fountain—Crescent, each, 85c; Square, 60c.
Pluvius—½-inch and ¾-inch, $2.25.
Ring, each, 95c.
Ross, 59R, each, 80c.
Thompson's—70, each, 35c; 75, 45c; 90, 25c; 95, 35c; 100, 45c; 120, 50c; 135, 30c; 125, $5.50; 126, $6.00; 127, $6.75; 130, $1.00; 131, $1.75.
Will's—4-foot, each, $1.35; 5-foot, $1.75; 6-foot, $2.00; 7-foot, $2.50; 8-foot, $2.75; 10-foot, $3.50.

SQUARES—Steel—No. 3, $2.00 each; 14, $1.85; 100, $2.25. Blued—No. 1, $3.00; 100, $3.25.
Take-Down Rafter—No. 100, Polished, $4.55; Nickeled, $5.00; Blued, $5.60.
Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., $1.25. No. 2, 4½-in., 60c; 6-in., 80c; 7½-in., 85c; 9-in., $1.10; 12-in., $1.50.
N. P.—No. 3, $3.00; 12, $1.75.
Lufkin—No. 65, 9-in., $2.00; 12-in., $2.25.

	4	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	...	...	...
20	...	.85	1.15	1.35	1.65

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STONES, SHARPENING—Aloxite or Carborundum—No. 107, $1.25 each; 108, $1.75; 109, $1.25; 110, $1.50; 111, $1.00; 112, 85c; 115-117, $1.50; 118-120, $1.35; 121-123, $1.15; 124-126, 90c; 130-132, 65c; 133-135, $1.25; 136-138, 75c; 142-144, 65c; 145-147, 45c; 149, 20c; 174-176, $1.15; 177-179, 65c; 180-182, 90c; 183-184, 65c; 195, 45c; 196, 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES: Cook—Perfection, Superfex burners—No. 302, two burners, $32.00; No. 303, three burners, $41.00; No. 304, four burners, $52.00.
Perfection Oil Heaters—
Heaters equipped with Steel Reservoirs (lead coated)—No. 520, black drums, nickeled trimmings, $7.75; No. 525, black drums, japanned trimmings, $7.75; No. 530, black drums, nickeled trimmings, $9.50; No. 630, blue enameled drums, nickeled trimmings, $12.00.
Heaters equipped with brass reservoirs—No. 550, black drums, japanned trimmings, $9.50; No. 560, black drums, nickeled trimmings, $11.00; No. 660, blue enameled drums, nickeled trimmings, $13.50; No. 760, white and gold enameled drums, nickeled trimmings, $14.25.
Floor Pan for No. 500 and 600 and 100 and 200 line heaters, except No. 520 (packed in cases of 1, 3 or 12) 55c per pan.
Wicks with Carriers: No. 500, heater wicks with carriers, for 500 and 600 and 100 and 200 line heaters—$4.80 per dozen; $57.60 per gross. No. 325, heater wicks with carriers, for 300 and 400 line heaters—$4.80 per dozen; $57.60 per gross.
Blue Chimney—No. 31, one burner, $13.00; No. 32, two burners, $18.00; No. 33, three burners, $23.00; No. 34, four burners, $30.00; No. 35, five burners, $42.00.
Puritan—No. 22, two burners, $18.00; No. 23, three burners, $23.00; No. 24, four burners, $30.00; No. 25, five burners, $42.00.

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft., ¾-inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.25; Club, $13.00; Elite, $7.00; Gold Medal, $5.75; Grand Rapids (Nic.), $5.50; Grand Rapids (Jap.), $5.00; Grand (Jap.), $7.00; Parlor Queen, $6.50; Princess, $5.75; Prize, $5.75; Universal (Nic.), $5.25; Universal (Jap.), $4.75; Welcome, $5.75; Superior, $5.50.

SWEEPERS, VACUUM— Grand Rapids, $11.00; Household, $9.00.

SWEEPERS, TOY—Little Daisy, 25c; Little Queen, 50c; Little Jewel, $1.50.
Retail prices on the following Western and Southern States are 50c higher on regular, Grand and Vacuum Sweepers; $2.00 on Club; 5c on Little Daisy, and 15c on Little Jewel, on account of the freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Texas, Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c.
Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ½-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c; 10, 25c.
Gimp—⅛ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.
Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 25c lb.; 4, 25c; 6, 25c; 25c; 10, 25c; 12, 25c.
Double Pointed—Blued, ⅛ lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 25c lb.; 10, 25c; 12, 25c.

TAPES, MEASURING—(Lufkin)—(Starrett)—

Asses' Skin No.	Each	Steel 736	1.65
710	.50	Metallic	
713	.65	500	2.75
715	1.10	503	4.00
716	1.25	505	4.35
730	.65	506	6.85
733	1.10	Pocket	
735	1.40	143	.80
145	1.00	246	9.00
165	.20	260	4.85
3143	.50	263	5.85
100	5.00	265	7.50
103	7.75	266	10.00
200	5.50	550	4.00
203	9.00	553	4.85
205	13.00	555	6.35
206	16.90	556	8.25
240	4.35	1240	4.00
243	5.25	1243C	5.00
245	7.00	1260	4.50
		1263	5.65

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160, 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance, Machinists'—Prentiss—No. 2, $16.50 each; 2½, $19.25; 3, $22.50; 4, $36.50; 5, $53.00; 6, $68.00; 19, $19.75; 19½, $24.00; 20, $29.00; 21, $46.25; 22, $64.00; 51, 12.00; 52, 14.00; 53, $17.00; 54, $22.50; 55, $33.00; 56, $42.00; 57, $60.00; 161, $3.75; 161½, $5.00; 162, $5.75; 163, $9.50.
Oval Slide—No. 0, 2½-inch, $4.00 each; 1, 3-inch, $4.50; 2, 3½-inch, $5.75; 3, 4-inch, $8.25; 4, 4½-inch, $12.50.
Pipe—Hinged—No. 600, $3.75 each; 671, $4.50; 672, $6.75; 673, $10.00; 674, $21.00. Chain—No. 1, $4.00; 2, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles.

TIN—Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra, two sides, 2c.
Flashing IC, 1x1, $2.25 per 100 feet; ¼x1, $2.25.
Shingles—5x7, 30c dozen.
Valley—14-inch, 12c per foot, $10.00 per roll; 20-inch, 18c per foot, $15.00 per roll.

TIRES: Sterling—Hardwear—

	Sovereign Cord Tires. Tires.	Tubes.	Vacuum Cord. Cord.	Seamless Red Tubes.
30x3, Cl.	$14.00	$2.40	....	....
30x3½, Cl., 6-Ply..	16.50	2.80	$19.00	$2.80
30x3½, S., 6-Ply..	23.50	2.80	....	....
32x3½, S., 6-Ply..	25.50	2.95	25.50	2.95
31x4., S., 6-Ply....	29.40	3.45	....	....
32x4, S., 6-Ply....	32.40	3.65	32.40	3.65
33x4, S., 6-Ply....	33.40	3.80	33.40	3.80
34x4, S., 6-Ply....	34.25	4.00	34.25	4.00
32x4½, S., 8-Ply..	41.90	4.65	41.90	4.65
33x4½, S., 8-Ply..	42.85	4.75	42.85	4.75
34x4½, S., 8-Ply..	43.90	4.80	43.90	4.90
35x4½, S., 8-Ply..	45.20	5.10	45.20	5.10
33x5, S., 8-Ply....	52.15	5.70	52.15	5.70
35x5, S., 8-Ply....	54.75	6.00	54.75	6.00

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length—	⅛-in.	—Diameter— 3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.50
5	7.50	9.25	14.50
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length—	⅛-in.	—Diameter— 3-16-in.	¼-in.
3-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.35	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Turner Brass: Gasoline-Kerosene Torch No. 18, $14.40 each; Gasoline, No. 53, $15.00; Gasoline-Kerosene Torch No. 28, $18.40; Gasoline, No. 95, $18.10.

TRACK, DOOR HANGER—See Hangers.

TRAPS—Fly—Harper, 40c each; Balloon, 35c; Avis, 1, $2.75; Avis 2, $2.25; Avis 3, $2.00.
Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse $1.10; 2 Newhouse, $1.40; 3 Newhouse, 2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No 1 Oneida Jump, 35c; 1¼ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No 0 Victor, 25c; 1 Victor, 30c; 1¼ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.
Gopher—Best, 25c each; O. K., 30c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 30c.
Mole—Reddick, $1.25 each; Out-O-Sight, $1.50.
Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker, Wood, 20c; Choker, Tin, 15c; Delusion, 30c; Holdem, 65c; Marty, 30c.
Rat—Holdfast, 15c each; Out-O-Sight, 20c; Holdem, $1.25; Marty, small, 60c; large, $1.50.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TRUCKS— Lansing—
Dandy Bag, $5.00; Lansing Bag, $5.60.

Warehouse and Store:	No. 1	No. 2	No. 3
Inside Wheels, Western	$8.40	$11.00	$16.00
Outside Wheels, N. Y. Pattern...	8.00	10.00	13.00

Reynolds 4-wheel Flat, 3600 lbs. capacity—No. 9, 2x4, $36; No. 18, 2x5, $39.00; No. 21, 3x5, $45.00.

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RETAIL SELLING PRICES—Continued

TINWARE

Boilers, Coffee
27 ..... 1.10
29 ..... 1.50
352 ..... .80
354 ..... 1.10

Boilers, Wash Copper Bottom
IC, 8 ..... 2.75
IC, 9 ..... 3.00
IX, 8 ..... 3.00
IX, 9 ..... 3.25
IXX, 8 ..... 4.25
IXX, 9 ..... 5.00

Copper Rim
IX, 8 ..... 4.00
IX, 9 ..... 4.25

Bowls, Wash
06½ ..... .15
08 ..... .25
6½ ..... .30
8 ..... .40

Buckets, Covered
11 ..... .15
12 ..... .25
14 ..... .35

Buckets, Dinner
1 ..... .75
2 ..... .85
3 ..... .90
30 ..... .75
40 ..... .85

Cans, Milk
1 ..... .35
3 ..... .55
4 ..... .70
01 ..... .30
03 ..... .55
04 ..... .70
102 ..... 4.00
103 ..... 4.50
1020 ..... 5.25
1040 ..... 7.00

Cans, Oil
30 ..... .35
31 ..... .45

Colanders
10 ..... .25
11 ..... .35
104 ..... .40
306 ..... .55

Cookers, Steam
42 ..... 3.25
45 ..... 4.00

Covers, Pot
6-9 ..... .10
10-11 ..... .15
13 ..... .25
15 ..... .35

Cups
211, 212 ..... .10
09, 010 ..... .15
9, 10, 214.... .20

Dippers
2 ..... .15
4, 01 ..... .20
02, 31, 32 .... .25
33, 34 ..... .30
48 ..... .50

Fillers, Fruit Jar
48 ..... .45

Forks
208 ..... .50
206 ..... .65
419 ..... .10
425 ..... .15
1197 ..... .20
1198 ..... .25

Funnels
10, 15 ..... .10
20, 25 ..... .15
30 ..... .20
35 ..... .25
285 ..... 1.25
335 ..... 1.50

Graters
02 ..... .10
020, 100 ..... .20
030, 150 ..... .25

Kettles, Lipped Preserving
160 ..... .35
200 ..... .45
240 ..... .60
280 ..... .75

Ladles
010 ..... .20
11 ..... .25

Measures
68 ..... .20
88 ..... .25
85 ..... .45
86 ..... .65
122 ..... .20
124 ..... .25
126 ..... .50

Moulds, All Kinds
3, Melon 1.65
2, Melon 1.35
4, Melon 1.75

Pails, Dairy
IC, 6-qt. ..... .25
IC, 10-qt. ..... .35
IX, 10-qt. ..... .60
IX, 14-qt. ..... .70
IXX, 10-qt. ... .70
IXX, 14-qt. ... .85
IXXX, 12-qt. .. 1.00
IXXX, 16-qt. .. 1.65
IXXXX, 18-qt.. 1.15
IXXXX, 20-qt.. 2.25

Pails, Fruit Picking
14-qt. ..... .65

Pails, Peddlers
Small ..... .45
Large ..... .55

Pails, Strainer
IX, 10 qt..... 1.10
IX, 12 qt..... 1.15
IXX, 12 qt..... 1.25
IXX, 14 qt..... 1.35
Gem, 12 qt.... 1.50
Gem, 14 qt.... 1.65

Pans, Bread
01, 110, 80... .20
140, 200 ..... .30
800 ..... .35

Pans, Corn Cake
06 ..... .20
08 ..... .25
012 ..... .40

Pans, Cake Perfection
Round, 9¼-in.. .15
Round, 10¼-in. .20
Square, 8½-in.. .20
Square, 9-in.... .30
Mt., 9½-in.... .20
Tube, Rd., 9½. .25
Tube, Sq., 9-in. .45

Pans, Dish
10 ..... .70
14 ..... .85
21 ..... 1.25

Pans, Milk IC, Plain
200 ..... .10
200½ ..... .10

IC, Ret.
301, 302 ..... .20
304 ..... .35
306 ..... .40
308 ..... .45
3100 ..... .55

Pans, Muffin
6 ..... .25
8 ..... .30
12 ..... .40

Pans, Patty
All Nos. ..... .10

Pans, Pie
6, Shallow .... .10
9 ..... .15
Deep ..... .15

Pans, Pudding IC, Plain
015 to 018 ... .15
019, 020 ..... .20
021, 022 ..... .25

IC, Ret.
16 ..... .25
18 ..... .35
20 ..... .40
22 ..... .50

Pans, Rinsing IC, Plain
8 ..... .40
14 ..... .50
17 ..... .60

IC, Ret.
8 ..... .50
14 ..... .70
17 ..... .85

Pans, Lipped Sauce
016 ..... .35
020 ..... .45
022 ..... .50
028 ..... .75
030 ..... .80

Pots, Coffee ...
1 ..... .25
2 ..... .35
4 ..... .50

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241 ..... .25
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242 ..... .35

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...4 ..... 2.00
117 ..... 2.50

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2 ..... .35
4 ..... .50
12 ..... .15
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20 ..... .50
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15 ..... .20
25 ..... .15

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90 ..... .85

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020 ..... .20

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120 ..... .25
160 ..... .30

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121 ..... .40
122 ..... .45

Milk Can
011 ..... .85
33 ..... .50
55 ..... .75
60 ..... 1.85

Soup
20 ..... .40

Turners, Cake
1, 2, 71 ..... .10
6, 13 ..... .15

TWINE—Cotton—Wrapping, 30 to sack, 15c lb; 60 to sack, 10c. 2-lb. Cones, $1.25 lb. Budding, ½-lb. balls, 40c lb. Flax—¼-lb. balls—18BB, 15c ball; 24BB, 15c. ½-lb. balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BO, 35c; 24BO, 35c; 36BO, 35c. Buffalo Asst., 10c ball.
Hemp Spring—No. 4½, ½-lb. ball, 25c; 1-lb., 40c. No. 6, ½-lb. ball, 25c; 1-lb., 40c.
Jute Wrapping—½-lb. balls—2-ply, 20c lb.; 3-ply, 20c lb. 2-lb. cones, 1 and 2-ply, 35c lb. Wool, 1-lb., 40c.
Mattress—¼-lb. balls, 35c lb.
Sacking—Medium Quality, 80c lb.; Extra Quality, $1.00. Many Ends, $1.00 lb.

VISES—Bench—Bonney—No. 1006, $1.75 each; 1007, $2.00; 1008, $2.50; 1010, $3.50. Yankee—No. 990, $8.50; 1993, $6.50.
Hand—1 Alford, $5.25 each; 2 Alford, $5.00; 21 Stearns, 90c.
Machinists'—Parker—No. 103, $10.00 each; 103½, $12.00; 104, $13.75; 104½, $17.00; 105, $22.00; 106, $42.00; 203½, $15.75; 204, $18.25; 204½, $21.75; 205, $32.25; 205½, $40.00; 206, $54.50.
Solid Box, Blacksmiths'—35-lb., $9.00; 50-lb., $10.50; 70-lb., $13.75; 80-lb., $16.25; 90-lb., $18.75; 100-lb., $20.50.
Handy Worker—Stewart, $31.00 each.
$8.75; 3, $21.00. Combination—No. 181, $19.25; 182, $26.25; 182½, $39.00; 183, $54.50.
Woodworkers'—Prentiss—No. 59, $18.00 each. Richards-Wilcox—No. 430-1, $10.50; 430S-1, $11.25; 2, $14.00.

WASHBOARDS—Crown Glass, 90c each; Crown Brass, 80c; Pacific Zinc, 75c; Silver Queen, 65c.

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c. Malleable—Standard, 15c lb.; Nail Hole, 15c lb.; Angle, 30c. Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 25c; 2 White, 20c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.

WATCHES—Westclox—Pocket Ben, $2.00 ea.; Glo-Ben, $3.25. $7.00 each; No. 1, 3¼ cu. ft., $7.75; No. 2, 4½ cu. ft., $8.50.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., $1.50; 4 lb., $2.60.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 28c; Cedar Atha, 20a; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS — Lansing — Garden: 1¾ cu. ft., $5.20; 3¼ cu. ft., $8.00; 4½ cu. ft., $8.60
Stave Tray: New Michigan, $4.60; Michigan Jr., $4.00.
Three-Piece Tray, Bolted: Common, $4.20; Climax, $5.60.
Steel Tray, Wood Frame: Klondyke, $6.60; B-1, $9.20; F-4, $11.20.
All-Steel, Tubular: No. H-21, $11.20; H-20, $11.00; A-02, $9.60.

WICKS—Lamp and Lantern—0, E Flat, 2½c; 1, A Flat, 2½c; 2, B Flat, 2½c, 3, D Flat, 2½c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c.
Stove—4 in. Flat, 10c; 3 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—

	Annealed	Galvanized	Annealed Baling Wire
9 and coarser	Base	.50	...
10	.05	.55	...
11	.10	.60	...
12	.15	.65	.30
13	.25	.75	.40
14	.35	.85	.50
15	.45	1.30	.60
16	.55	1.40	.70
17	.70	1.95	.85
18	.85	2.10	1.00

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 28c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21, 18c; 22, 18c; 24, 20c.
Barbed Wire—80-rod spool—American Special, Cattle, $3.40; Hog, $3.70. Galv. Am. Glidden, Cattle, $4.75; Hog, $5.10.
Catch Weight pools—Cwt.—Galv. Waukeganite, $6.95; Galv. Baker, $6.45; Galv. Glidden, $6.20.
Stove Pipe Wire—Black per Stone—No. 18, $1.90; 19, $2.00; 20, $2.15; 21, $2.20; 22, $2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.
Bowls, Chopping—11-inch, 30c each; 15-inch, $1.35; 17-inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, 80c; 1, 60c; 2, 3, 40c. 2-oz. packages, 15c each.

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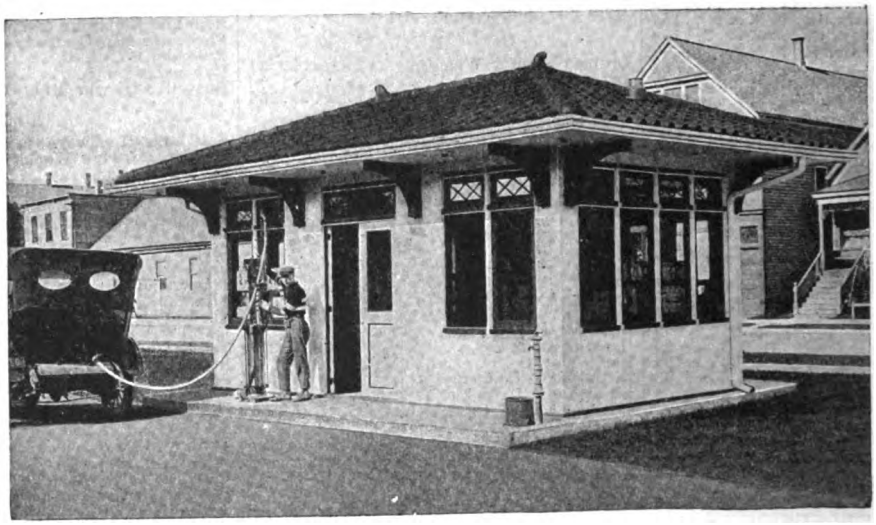
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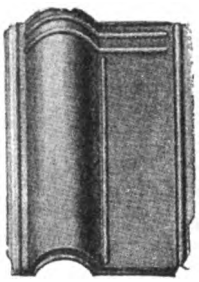
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TITELOCK
Spanish Metal Tile

"TITELOCK"

Spanish Metal Tiles are distinctive in appearance, much lighter and less expensive than terra cotta, and they do not require the expensive roof support of the heavier tile.

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Write for Catalog showing all styles Metal Shingles and Tile, with appropriate roof trimmings

Milwaukee Corrugating Co.

MILWAUKEE

KANSAS CITY MINNEAPOLIS

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"Save the Surface" and Preserve the Accuracy

A buyer of a big Eastern jobbing house spent his vacation catching muskelunge at one of Wisconsin's thousand lakes this summer and on his way home he dropped in at our factory for a visit.

Among other things that caught his eye, was a shipment of ——— *Varnish that we had just received.

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"You bet," we replied, "It's expensive stuff, all right, but it is the only kind we know of that will give us a durable enough finish for Empire Levels."

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* Name on request.

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CORBIN HOUSE LETTER BOXES

CORBIN

MAIL BOX CAMPAIGN NOW ON!

ARE YOU PREPARED TO MEET THE DEMAND FOR HOUSE LETTER BOXES OCCASIONED BY THE FOLLOWING ORDER ISSUED BY THE FIRST ASSISTANT POSTMASTER GENERAL?

Order issued by First Assistant Postmaster General:

Washington, Aug. 25, 1922.

"On account of the delays caused to carriers at dwelling houses where no door-slot or mail receptacle is provided, and the fact that a large majority of dwellings are thus equipped already, it seems timely, within a reasonable period, to require all who are to receive mail by street carriers at their dwellings to provide such accommodations, the expense of the same being small. Postmasters are therefore thus instructed. The length of notice should not exceed four months, although there may be exceptional cases where postmasters should use reasonable discretion or ask for instructions.

It is not the department's desire, of course, that any shall be deprived of delivery by this requirement, but rather it is earnestly hoped that all will see the reasonableness of it and its advantage to themselves as well as to the carriers. But if it finally becomes necessary mail delivery will be discontinued where no door-slots (preferably) or mail receptacles, are provided.



Send for Catalogue 12-B, showing new styles

CORBIN CABINET LOCK CO.

The American Hardware Corp., Successor

New Britain, Conn., U. S. A.

NEW YORK
CHICAGO PHILADELPHIA

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Hardware World

·PLUMBING AND HEATING·

DECEMBER 1922

Read
Harry Foss'
Sales Gospel
Page 104

BIG PROFITS



Ask your painter
He knows PABCO

are being made by the dealers selling

PABCO

Paints Varnishes & Enamels

WRITE FOR OUR DEALER PROPOSITION—IT'S A MONEY MAKER

THE PARAFFINE COMPANIES, Inc.

A $12,000,000 Corporation, operating 15 Plants on the Coast

SEATTLE SAN FRANCISCO LOS ANGELES

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EMPIRE Aluminum Level



Your Jobber Deserves Your Confidence

Your jobber's indorsement of a product means something!

It means that he has tried the product and found it good — because he could not continue long in business selling goods with constant comebacks.

It means that the goods are saleable because he could not afford to carry dead stock in his warehouses any more than he could afford to have you carry it on your shelves. It means that he is backing up his judgment of the product by maintaining a big stock at your service.

It means that the products he handles are **right.**

That is why your Jobber handles EMPIRE LEVELS.

EMPIRE LEVEL MFG. CO., Milwaukee, Wisconsin

SPRAKE SALES CO.

Portland *Denver* *Los Angeles* *San Francisco*

J. C. McCARTY CO., New York

JOBBERS' SALES CORP., New Orleans

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Up over the street, foot by foot, they carefully hoist the tons of steel that compose a modern office safe. Everything depends on the rope. Perhaps that is why those men on whom the responsibility rests for safety of life and property prefer strong Whitlock Manila—the rope that always keeps faith with its user.

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Dealers everywhere are building business with Whitlock Cordage. Whitlock leaves no stone unturned to help the dealer win satisfied customers.

National advertising is carrying the Whitlock message of service and economy to over two million rope users who are learning to look for the store with the Whitlock Sign.

If you are interested in increased sales and quicker turnover write for the Whitlock Business Building Plan.



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46 South Street, New York

Factory and Warehouses
Jersey City, N. J.

Branches
Boston, Chicago, Kansas City and Houston

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China belongs in Every Hardware Store

A beautiful popular-priced pattern from Japan "The Monterey"

Women are the Greatest Buyers in the World

They Spend Eleven Billion Dollars Every Year. More Than Thirty-Six Million Dollars Every Working Day

Start in your own kitchen, go right through your house, and count the things you buy, — you'll be surprised.

You want your share of this great purchasing power, and the only way to get it is to bid for it, — stock merchandise that attracts the women into your store.

China Will Bring Women Into Your Store

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We are manufacturers of domestic china and importers of English, Japanese, French and Bavarian china. Write us and allow us to prove our ability to show you a profitable line.

THE GEO. H. BOWMAN CO.

Manufacturers and Importers

49 Years in Business

CLEVELAND, OHIO

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CHICAGO OFFICE, 17 N. Wabash Ave.

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ALUMINUM UTENSILS
BELONG IN EVERY KITCHEN

A QUALITY ALUMINUM, **GUARANTEED 18 GAUGE,** MADE IN U. S. A., IN AN EFFICIENT FACTORY

The name "Swissalu" is never applied to light-weight aluminum utensils, and is always a guarantee of quality and permanent service to the consumer — your customer.

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NO. 4131

"SWISSALU"

Always something new!

A new metal protected handle. It can't burn or char. And the hand doesn't touch it.

No. 4131 — PERCOLATOR

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THE GEO. H. BOWMAN CO.

Manufacturers CLEVELAND, OHIO

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Hardware World

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T. M. Shearman,
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*Raymond L. Shearman, Associate Editor.

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Helping You Increase Sales

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A new and beautiful display cut-out showing "Republic White Ware" in use is all ready to add the proper pull to your window trimming.

Lithographed in 8 colors; size 21" x 37".

SEND US YOUR JOBBER'S NAME WITH YOUR REQUEST.

THE CUT-OUT WILL BE MAILED TO YOU, FREE OF CHARGE, POSTPAID



The Republic Stamping & Enameling Company, Canton, Ohio

BRANCH SALES OFFICES:

50 Union Square
New York, N. Y.
Saul Ginsburg

201 Douglas Bldg.
Los Angeles, Cal.
L. J. Vesper

3103 L. C. Smith Bldg.
Seattle, Wash.
T. D. McLean

109 New Montgomery Street
San Francisco, Cal.
Geo. H. Eckert & Co.

302 Board of Trade Bldg.
New Orleans, La.
B. G. Evans

1208 Conway Bldg.
Chicago, Ill.
B. H. Walsh

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The "Perfect Handle"

Registered Trade Mark

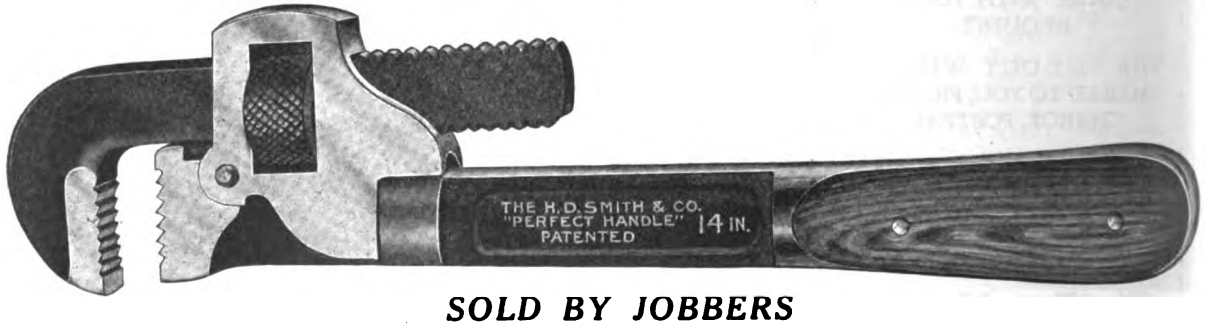
Monkey Wrench



The Wrench of unequalled strength and simplicity. Drop Forged.

The "Perfect Handle" Pipe Wrench

Drop Forged. Extra Heavy Frame. Protected Spring. Absolutely Guaranteed



SOLD BY JOBBERS

THE H. D. SMITH & CO.

PLANTSVILLE, CONN.

Southern States Sales Representatives:
JOHN K. WILSON CO., 5 Hopkins Pl., Baltimore, Md.

Sole Manufacturers of "Perfect Handle" Products

Pacific Coast Sales Representatives:
J. J. BROWN SALES CO., 618 Am. Bank Bldg., Los Angeles, Cal.

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Disston Tools for Christmas Gifts



A special leader for your Holiday trade~
The **AMERICAN BOY SAW**

Feature the American Boy Saw. It is a real Disston Saw for real boys. One size—20 inch; 9-point; skew or straight back blade. Packed in special holiday box. Just the size and "hang" for boys. Made of the famous Disston-made Steel. The handsome carved and polished hardwood handle is fastened to the blade with three brass screws. A Boy's Saw for man's work. A real Christmas present with all-year-round utility as well as fun for boys who work with their hands as well as their brains. Send for a supply of handsome, two-color American Boy Saw circulars for use in your holiday season mail.
Address department 3.

Holiday shoppers are always looking for new ideas for gifts. Make them look at your window and come into your store. Fill your store with greens and display Disston Tools. There are a score of handsome, original, attractive, useful gifts in the Disston line that people will buy. Show them—you will sell them.

There is the American Boy Saw for every American boy in the country. **There is the famous family of Disston Saws. There are screw-drivers, files, trowels, plumbs, levels, garden tools, etc., useful in every home.**

Give your entire line of tools a Christmas display. See that your stock is new and complete. Set out to have a tool gift-package opened up in every home Christmas morning!

You will have the Merry Christmas we heartily wish you.

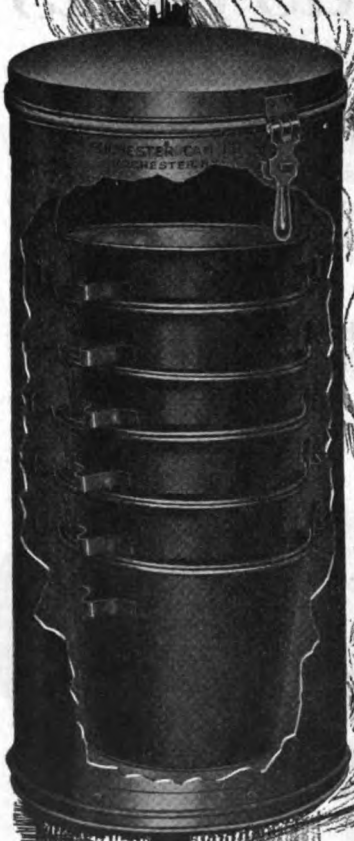
HENRY DISSTON & SONS, INC.
Philadelphia, U. S. A.

DISSTON
SAWS TOOLS FILES

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FIRE! FIRE! FIRE!

How Much Are Six Pails Full Of Water Worth At A Time Like This?



PRACTICALLY every conflagration has its start as a small blaze and numberless costly fires with their accompanying tremendous losses could have been averted had an Iron Horse Fire Tank been on duty. It consists of an extra heavy galvanized tank holding six 12-quart galvanized fire pails, nested. The tank is kept filled with water and the pails are so equipped with weighted bails that as each pail is lifted out filled with water, the bail on the next one automatically comes to an upright position ready for use. In other words, there are six 12-quart pails of water ready for any emergency. You simply have to grasp the upright bails and lift them out. These tanks are equipped with a heavy hinged cover with hasp, and are attractively enameled red.

There is a big field for them in your territory. Write for prices.



ROCHESTER CAN COMPANY
ROCHESTER, N.Y. U.S.A.

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All the Features of the Finest Washers in This New Low-Priced Voss

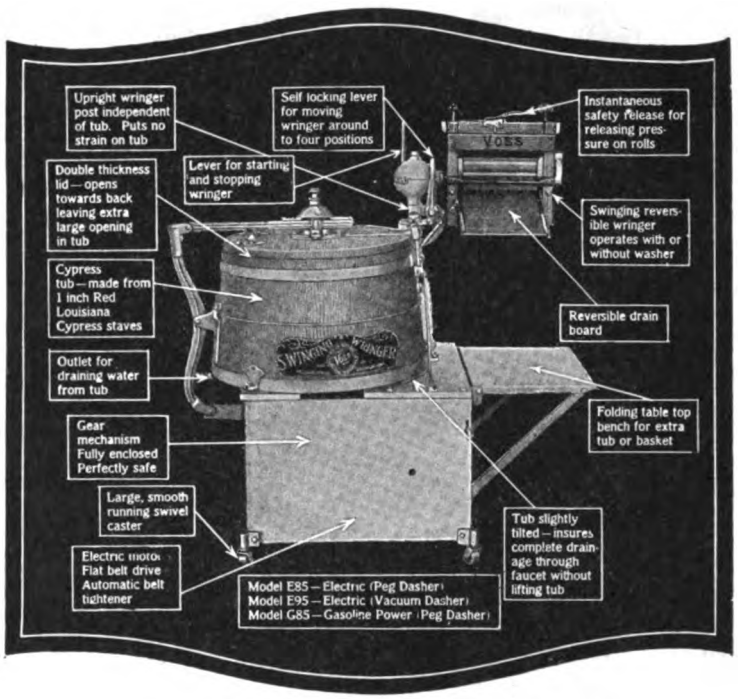
$54.60

is our dealer price on the Electric Model;

$38.00

on the Gasoline Model

You Can Reap a Harvest of Profits



Study the specifications of this washer in the illustration and compare it with models that sell at a much higher price. Note how neatly it is enclosed, and remember it is backed by over 46 years of experience in washing machine manufacture.

Think what you can do in your locality with this washer as a leader. You can get the bulk of the washing machine business both in farm and city homes.

To please the more fastidious buyers we have the Voss Sea Wave, one of the finest Oscillating Cabinet Electric Washers; the Voss Triple-Tub Washer, with automatic self draining tubs, as well as a complete line of hand and power washers.



Get Our Dealer or Distributor Proposition

It offers a real opportunity. Write today

WESTERN DISTRIBUTORS

A. A. WILSON, 612 S. Spring St., Los Angeles
HOLTER HARDWARE CO., Helena, Mont.

VOSS BROS. MFG. CO. DAVENPORT IOWA

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ATKINS

SILVER STEEL SAWS



Hand, Rip and Panel Saws
Straight or Skew Back
Wide or Ship Point
Improved Perfection or Old Style Handles

Only Atkins can supply a wide range of popular patterns like the above, and for that reason, hardware dealers will find less sales resistance in merchandising them to carpenters, farmers, mechanics and the home saw user.

If you are not fully acquainted with our line of high grade saws, write us for our latest catalog covering our complete line. Give us a trial and it will not be long until you are convinced that ATKINS SAWS are

"The Finest On Earth"

Free — Atkins Advertising Catalog, Atkins How To Sell A Saw Book, Atkins Pointers for Hardware Dealers.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

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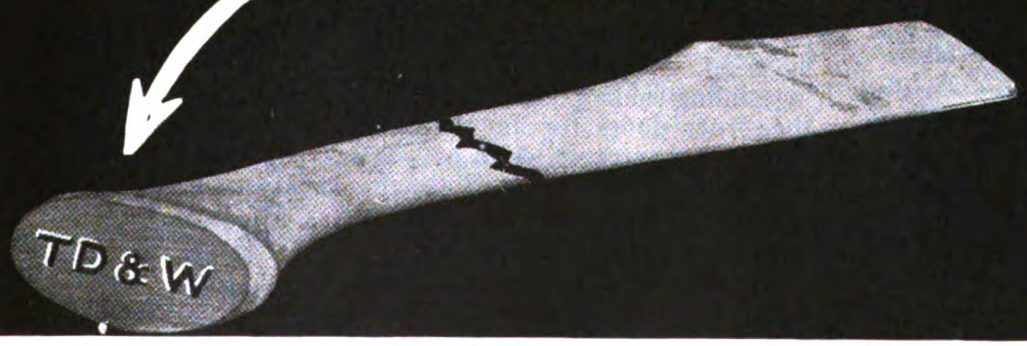
"We Handle the World"

Can YOU name all the parts of any handle?



Now! You can easily:

Look for T.D&W. on the head



Turner, Day & Woolworth Handle Co. LOUISVILLE KENTUCKY

Since 1855

MANUFACTURING POINTS

LOUISVILLE. KY.
BOWLING GREEN, KY.

MEMPHIS, TENN.
NASHVILLE, TENN.

CAIRO, ILLINOIS
POTEAU, OKLAHOMA

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The First Step To a Profitable Sale

Tie this booklet to your counter



THE valuable suggestions on garage entrance construction found between the covers of a McKinney Booklet pave the way to many profitable sales. This book is designed to show your customers the advantages of garage doors hung with McKinney Garage Sets.

Tie the book to your counter. Let the customer find among the various types of doors shown, one that fits his need. There are swinging, sliding-folding or around-the-corner doors for any dimension of entrance width or space allowance.

With each illustration and description of these doors the complete set of hardware is shown. Also simple working plans for the construction of the entrance.

McKinney Complete Sets are packed in a single box. The customer is sure to get every piece of hardware he needs. You are saved the time and labor of assembling hardware. There is complete satisfaction in every sale of McKinney Complete Sets.

Write to-day for this book, McKinney Complete Garage Sets. Ask your jobber for the McKinney Set.

McKINNEY
Hinges and Butts and Hardware

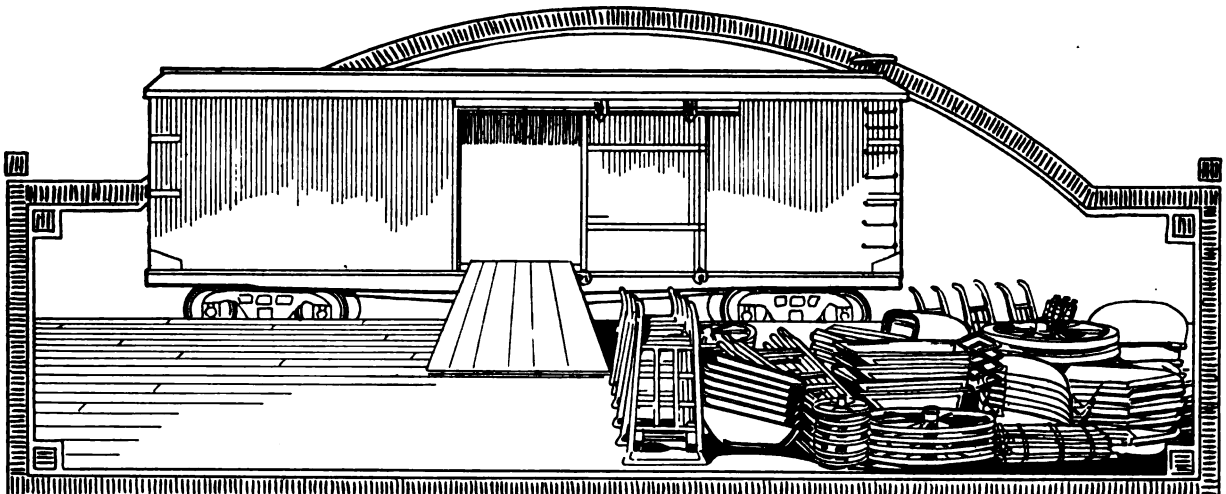
Also door hangers and track, door bolts and latches, shelf brackets, window and screen hardware, cabinet hardware, steel door mats and wrought specialties.

McKINNEY MANUFACTURING CO., PITTSBURGH
Western Office, Wrigley Bldg., Chicago — Export Representation

Pacific Coast Representative: JOHN T. ROWNTREE, Inc.
Los Angeles, San Francisco, Seattle, Salt Lake City, Denver

McKINNEY
Complete Garage Door Sets

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Don't Overstock

You get the car-load freight rate, and keep your stock limits where they belong with "K & J" mixed cars

Perhaps a straight car-load of wheelbarrows is just a little bigger stock on this item than you care to put in just at this time. If so, don't do it.

You can get your car-load freight rate just the same, if you're buying "K & J" Stock. The "K & J" Line offers you a wide selection of items, including wheelbarrows, drag scrapers, wheeled scrapers, trucks and carts — all these in a wide variety of types and sizes. They all can be shipped in mixed car at the car-load freight rate.

Regulate your stock judiciously by specifying just the number of each item you think it wise to stock — yet take advantage of the car-load freight rate. The minimum car-load weight is 24,000 lbs.— an easy figure to reach with the wide "K & J" variety.

This privilege is one of the great advantages of relying upon a source of supply offering a wide and complete line — such as the "K & J" Organization.

THE FOLLOWING WESTERN DISTRIBUTORS CARRY "K & J" EQUIPMENT IN STOCK:

Schwabacher Hardware Company..Seattle, Wash.	Thomson-Diggs Company .....Sacramento, Cal.
Seattle Hardware Company.....Seattle, Wash.	California Hardware Company...Los Angeles, Cal.
Whiton Hardware Company.....Seattle, Wash.	Harper & Reynolds Company....Los Angeles, Cal.
Polson Implement Company.....Seattle, Wash.	Ducommun Hardware Company..Los Angeles, Cal.
Hunt & Mottet Company.....Tacoma, Wash.	Dunham, Carrigan & Hayden..San Francisco, Cal.
Holley-Mason Hardware Company, Spokane, Wash.	Honeyman Hardware Company.....Portland, Ore.

The Salt Lake Hardware Co., Salt Lake City, Utah

THE KILBOURNE & JACOBS MFG. CO.

COLUMBUS, OHIO, U. S. A.

New York Offices, 120 Broadway

Connections in all parts of the world

Western Distributors—Messrs. Hughson & Merton, San Francisco — Los Angeles — Seattle — Portland

TRADE K&J MARK

Our New Catalog Soon will be ready Get it

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WICKWIRE SPENCER

Everything in wire to be found in the best stocked hardware store is made by Wickwire Spencer Steel Corporation. Here is a list of some of the items which have Wickwire Spencer quality all the way from the mines to finished product:

Arches, Trellis

Baskets, Wire
Bathroom Fixtures
Bright Wire Goods

Cloth, Diamond Mesh, Square Mesh, Double Crimped
Cloth, Wire, Brass, Bronze, Copper
Cloth, Wire, for Conveyor Belts and Drying Machines
Cloth, Wire, Iron and Steel
Cloth, Wire, Window Screen
Clothes Line, Wire
Cord, Sash and Telegraph

Drill Rods, High Speed, Carbon, etc.

Fence, Chain Link Factory
Fence Clamps
Fence, Ornamental Iron Picket
Fence, Poultry and Rabbit
Fensetz
Flat Cold Rolled Steel

Garment Hangers, Tinned and Enameled
Gates, Iron Picket and Grille
Grilles, Wire and Perforated Metal
Guards, Flower Bed, Lawn Border
Guards, Fruit Tree
Guards, Machine, Window, Stall, etc.

Kitchen Goods, Tinned and Enameled

Lath, Wire

Mats, Wire
Music Wire

Nails
Netting, Fish Trap
Netting, Glass
Netting, Locomotive
Netting, Poultry

Ornamental Iron and Wire

Pea Trellis
Perforated Metals
Picture Cord
Pig Iron
Plant Supports
Posts, Fence and Fittings
Poultry Fence and Netting

Riddles, Foundry
Rubbish Burners

Screens, Bank
Screens, Mining, Sand, Coal, Gravel
Screens, Welded
Screw Stock
Sieves, Wire
Sifters, Wire
Springs, Cold and Hot Wound
Springs, Compression, Extension, Torsion, etc.
Springs, Flat and Round Wire
Staples
Stone Wire
Straight Line Poultry Fence
Strainers, Conductor Pipe and Eaves Trough

Tacks
Thimbles, Wire Rope
Tow Lines, Automobile and Truck
Tree Guards
Trellis

Welded Fabric
Welded Sheathing
White Enameled Goods
Wire, Fence
Wire, Flat Cold Rolled
Wire Forms
Wire Goods
Wire, Low and High Carbon, Round, Flat and Shaped
Wire Rods
Wire Rope
Wire Rope Fittings
Wire, Round and Odd Shaped

Wickwire Spencer Steel Corporation

Liggett Building, 42nd St. and Madison Ave., New York

Worcester Buffalo Detroit Chicago San Francisco

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Planes have a place in the home You can put them there!

Think of the number of homes in your neighborhood where a reliable plane is frequently needed. Here is a fertile market that never has been cultivated. It is ready to yield in direct proportion to the attention you give it.



One of the many uses for a Sargent Plane in the home.

While many of your customers feel the need for this handy tool, few of them know anything about planes. "Expensive," is their first thought. "Hard to operate," is another. "How to sharpen and adjust them," seems a real problem.

That's where you can step in with the Sargent. Price proves Sargent economy. Tell, or show if possible, how smoothly it bites into the wood. And the auto-set feature, which is simplicity itself, can be convincingly demonstrated. Suggest a Sargent Plane for the home to your next customer. You'll appreciate the profits from this side of the tool business.

SARGENT AUTO-SET BENCH PLANES are popular with carpenters because of lightness, cutting keenness, rigidity and quick adjustment. Will not chatter on the toughest job. Blade may be removed, quickly sharpened and replaced without touching adjustment.

Sargent Steel Framing Squares



Sargent Squares are of finest steel with permanent markings.

Complicated figuring on the part of carpenters is eliminated. Sargent Squares do the calculating for angles and cuts of common, hip, valley, jack and cripple rafters. Tables on square are complete, correct, final. Five dependable finishes. You can select those preferred by your trade.

To Show the Sargent is to Sell It.

SARGENT & COMPANY

Manufacturers

NEW HAVEN, - - CONN.

NEW YORK CHICAGO

SARGENT

LOCKS AND HARDWARE

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ANCHOR BRAND HARDWARE PRODUCTS

READY TO GO TO WORK AT ONCE

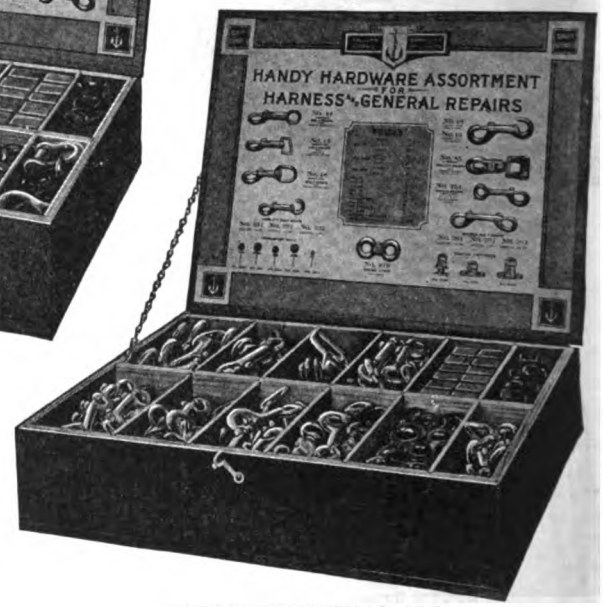
"Anchor Brand"

"HANDY" HARDWARE ASSORTMENTS



ASSORTMENT NO. 102

FOR HARNESS AND GENERAL REPAIRS



ASSORTMENT NO. 103

CONTENTS:

Snaps *Dees*

Buckles

Chain Repair Links

Upholstery Nails

Automobile Curtain Fasteners

Send for Circular with complete description

"That's just what I wanted but I didn't know where to get it."

This is an exclamation dealers will hear often when they put the new "Anchor Brand" Hardware Assortments on their counters.

The case is designed to be an attention-getter.

Sales are assured because the contents are selected for the purpose of bringing repair hardware to the hands of the people who need it.

Sold Thru Leading Jobbers

MADE ONLY BY

NORTH & JUDD MANUFACTURING CO.,

501 EAST MAIN STREET

NEW BRITAIN, CONNECTICUT

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Oh Boy—a Real Christmas a Remington Rifle

GET your share of the profitable Christmas business being created for Remington Model 24 and Model 12 Rifles.

Boys' Magazines are carrying, during December, Remington's persuasive story of the pleasure and satisfaction in a Christmas gift of one of these rifles.

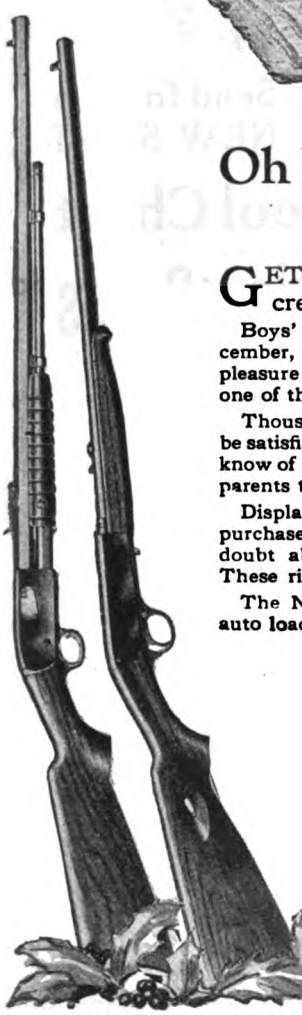
Thousands of boys want them. They'll not be satisfied until they get them. Their parents know of this keen desire. Make it easy for the parents to buy!

Display both rifles prominently. Suggest the purchase of one whenever a customer is in doubt about a Christmas gift for any boy. These rifles make fine gifts for a man, too.

The New Remington Model 24 is the only auto loading rifle chambered for the regular .22 short cartridges. The Remington Model 12 Slide Action Repeating Rifle is chambered for .22 short, long, and long rifle cartridges.

They are safe, light weight, beautifully balanced. Solid Breech — completely enclosed. Hammerless — no chance to catch hammer in clothes, fences or twigs. Take Down—no tools needed. Safety Devices—impossible to pull the trigger or fire the rifle when the safety is on.

Sell Remington Cartridges to go with these rifles. The Remington .22 Short Smokeless Greased Cartridges are recommended for Model 24; and the .22 short, long and long rifle Lesmok or smokeless for Model 12.



Remington

Remington Arms Company, Inc.
Established 1816
The authority in Firearms, Ammunition and Cutlery

Gifts of Utility Hardware

Digitized by Google



Send for this NEW Set of

Tool Chest Display Cards

6 Cards, each with a specific selling appeal—
Size 13½x18½ inches—9 Lithographed Colors

"His Hobby"
"Christmas Gifts"
"Gifts"
"Doping It Out with Dad"
"Pals"
"Furnishing the Home"

If you WILL USE THEM they are yours for the asking. Send NOW, so as to stimulate your sales of Stanley Tool Chests

Ask for "Display Set, No. J-7"

THE STANLEY RULE & LEVEL PLANT
The Stanley Works, New Britain, Conn.
New York Chicago San Francisco Los Angeles Seattle
Manufacturers of Wrought Hardware and Carpenters' Tools

STANLEY S.W.

STANLEY

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1834 1922

THE STANDARD LINE

OF THE HOUSEFURNISHING STOCK

"STERLING"

GRAY ENAMELED WARE

MANUFACTURED ON A HEAVY BASE WITH FINE FINISH

"STERLING"

WILL PROVE A TRADE BUILDER FOR ANY MERCHANT





THE QUALITY LABEL








ON EVERY PIECE





STERLING IN QUALITY DURABILITY APPEARANCE

The Central Stamping Co.

ENAMELED WARE
TIN WARE
GALVANIZED WARE

206-208 Broadway, New York, N. Y.

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The Well Known Rope



Extensive advertising of a tangible asset has placed Columbian ***Tape-Marked*** Pure Manila Rope in the foremost ranks of well known products.

The red, white and blue marker in all Columbian ***Tape - Marked*** Pure Manila Rope is every Cordage user's greatest and most tangible asset. Columbian advertising points out how the user can definitely assure himself of obtaining a strictly high grade rope, positively guaranteed by the manufacturer. This is by locating the red, white and blue ***Tape-Marker*** bearing the words "Guaranteed Rope, made by the Columbian Rope Co., Auburn, N. Y."

Mr. Dealer: — Columbian ***Tape - Marked*** Pure Manila Rope, once sold, creates a real demand. Are you ready to supply the demand in your territory? A stock of the well known Guaranteed Rope will increase your Cordage sales!

Write today for catalog of Columbian Rope and Commercial Twines.

Columbian Rope Company
332-80 Genesee Street
Auburn, *"The Cordage City"* N. Y.

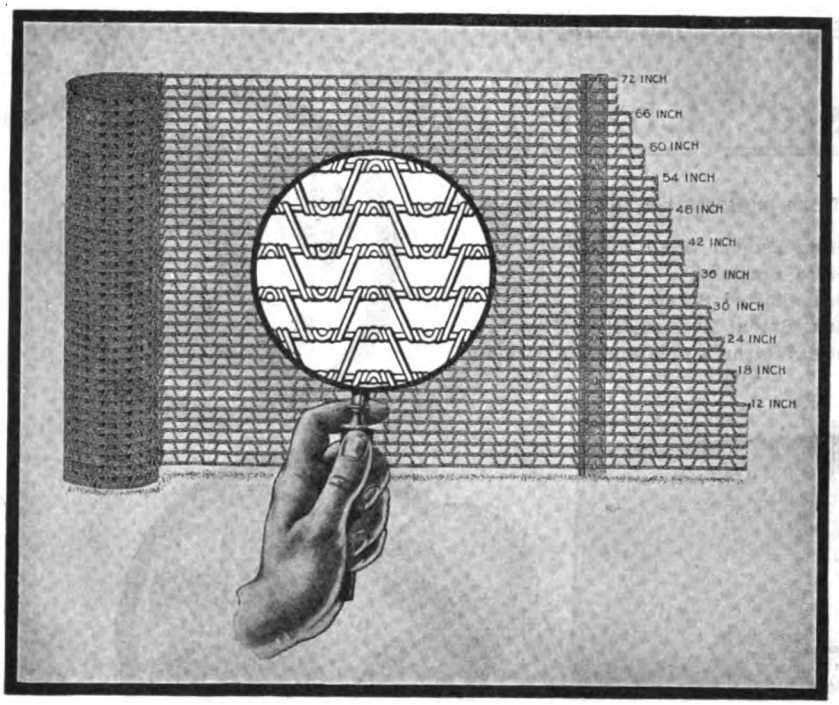
Branches:
New York Chicago Boston Houston

By Invitation Member
Emblem of
BUSINESS CHARACTER
Rice Leaders of the World Association
Represents High Standing in NAME - PRODUCT - POLICY



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U. S. Poultry Netting



Capitalize Our Manufacturing Success Into Your Dealer's Profit

U. S. Poultry Netting fills that long felt want and need in wire netting. Fence-like in construction principle, it cannot bag or sag; requires neither baseboard nor top rail; requires fewer posts and will not narrow when tightly stretched.

U. S. Poultry Netting is not a WOVEN but an INTERWOVEN FENCE. Note carefully the type of twist (a double reinforced joint at each point of intersection, which makes it very stiff and rigid.) Through this style of manufacture there is no possibility of long or short wires, irregular size or shape meshes.

Highly practical for tennis court enclosures, tree guards, trellises, flower bed guards, screen work in motion picture industry, partition screens in factory stock rooms. Especially valuable as protection against rabbits and extensively used in stucco reinforcing.

U. S. Netting is handled by representative Jobbers throughout the country, and is carried in stock on the Pacific Coast as follows:

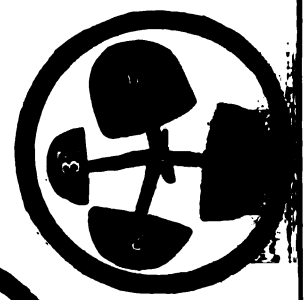
MARSHALL-WELLS COMPANY, Portland, Seattle and Spokane
MARSHALL-WELLS COMPANY, care De Pue Warehouse Company, San Francisco
MARSHALL-WELLS COMPANY, care Los Angeles Warehouse Company, Los Angeles
SALT LAKE HARDWARE CO., Salt Lake City, Utah
WESTERN METAL & SUPPLY CO., San Diego, Cal.
PRATT-GILBERT CO., Phoenix, Arizona

MANUFACTURED EXCLUSIVELY BY

Indiana Steel & Wire Co., Muncie Ind.

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Stop! Look! Think!



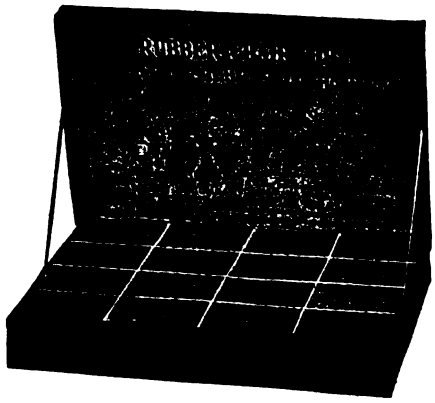
OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips



consisting of the most salable and profitable sizes, viz:

- **8 Gross Rubber Head Nails.**
- **5 Gross Bumpers.**
- **17 Doz. Slotted Screw Tips.**
- **3 Doz. Patent Rocking Chair Tips.**
- **4 Doz. Stetson's Combination Cushion Chair Tips.**









"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers — if pushed.

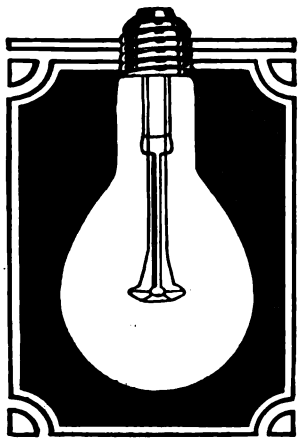
"ELASTIC" CHAIR TIPS
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!



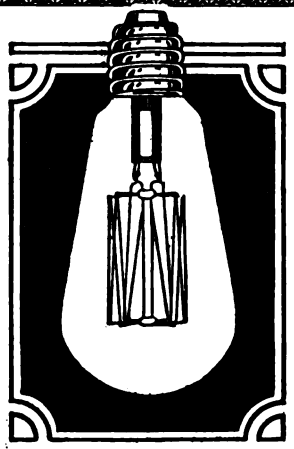
ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

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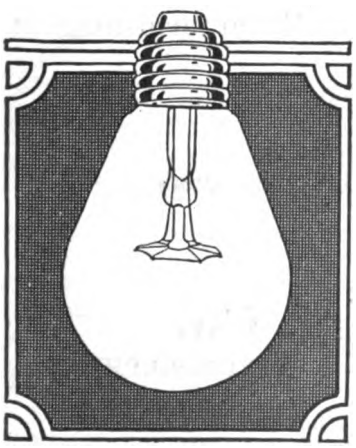
The only thing you need know about the quality of lamps is the name



SAVE

It symbolizes the standard of perfection in lamp making

If your Jobber does not sell them — write us

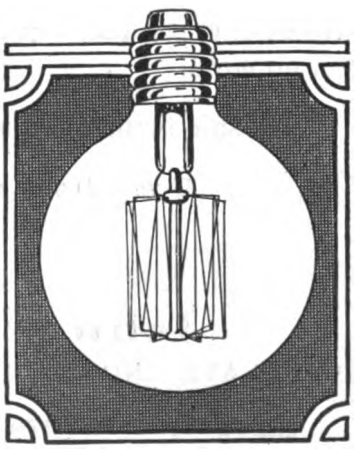


Save Electric Corporation

615 - 623 Front St., Toledo, Ohio
220 - 254 36th St., Brooklyn, N. Y.

EXECUTIVE OFFICE: TOLEDO, OHIO

Pacific Coast Representative:
J. R. O'DONNELL & CO.
San Francisco - Los Angeles



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No Kitchen

is complete without this Magnetic Cloth, and as a magic wonder it is demanded everywhere.

It has a hundred every day uses and every woman that enters your store is a prospective purchaser.



Dealers—

This Magnetic Cloth is one of the most useful domestic helpers ever made. It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. Also cleans Vegetables, such as new potatoes, sweet potatoes, carrots, parsnips, etc. And for cleaning Bath Room furnishings it has no equal.

Its sale brings you a good profit.

If your Jobber cannot supply you, write today for a trial gross

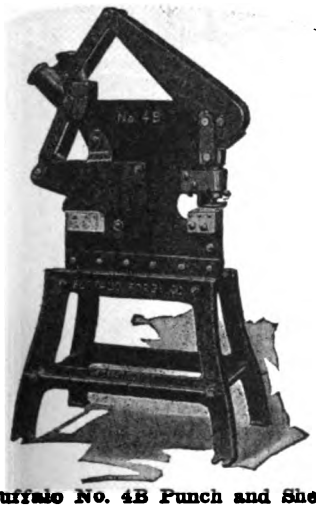
MANUFACTURED BY

John W. Gottschalk Mfg. Co.

LEHIGH AVE. AND MASCHER ST. PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

Digitized by Google



Buffalo No. 4B Punch and Shear

Made with one piece "Armor Plate" frame. Large capacity and relatively light weight. Powerful leverage makes work easy.

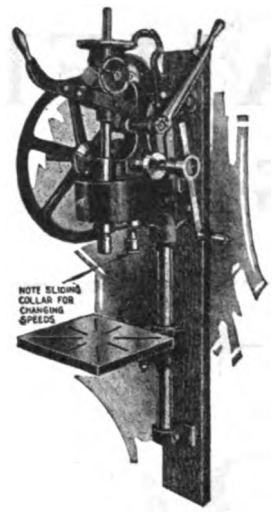
Will punch ½" x ½", cut 1" rounds, 3"x⅝" flats.

Shipping weight, 400 pounds.

"Buffalo"

Forges
Drills
Punches
Shears
Bending Machines
Tire Setters
Woodworkers
Blowers
Exhaust Fans
and
Ventilating Apparatus

Write Dept. 37



Buffalo No. 418 Post Drill

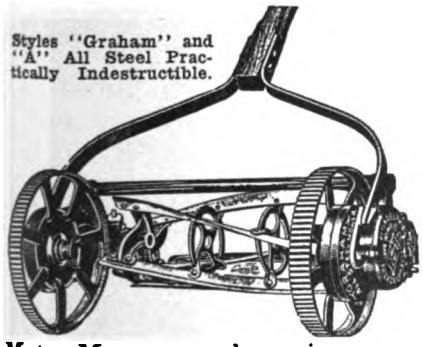
A very efficient hand power post drill. Just the tool for blacksmiths and general repair shops. Every farmer who does his own repair work can find many uses for this equipment. Will drill up to 1½" with small effort.

BUFFALO FORGE COMPANY - Buffalo, New York

Still the Demand Increases for the Genuine

"PHILADELPHIA"

LAWN MOWERS



Styles "Graham" and "A" All Steel Practically Indestructible.

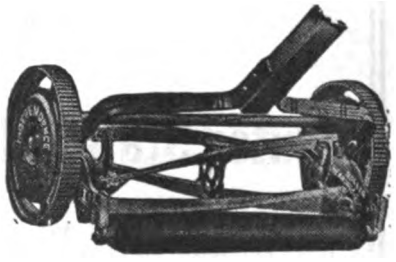
for the reason they have given entire satisfaction for over fifty-three years to thousands of users throughout this country and abroad. They are a goodwill asset to any stock and a high grade house cannot afford to be without GENUINE "PHILADELPHIA" Mowers, made in 18 Styles Hand, 4 Styles Horse and 3 Styles Motor.

SEND FOR CATALOG AND DISCOUNTS NOW

Motor Mowers are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates and, like our Hand and Horse Mowers, the Genuine "PHILADELPHIA" are the very finest that can be produced.

THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut Street, Philadelphia, Pa.

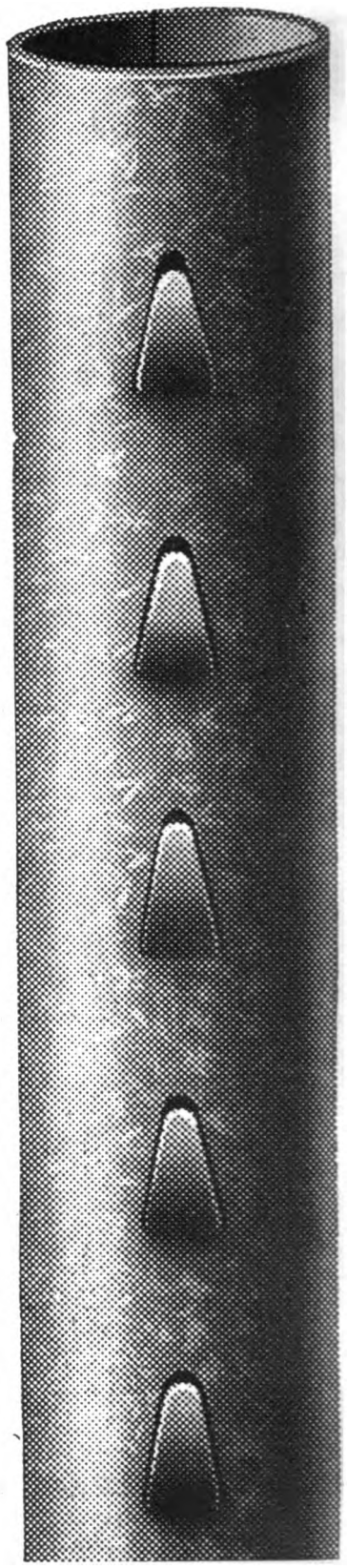
HAVEN & HAVEN, 508 Mission Street, San Francisco California Selling Agents



Style K — Plain or Roller Bearings — Five Blades.

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AMERICAN
Galvanized Steel
FENCE POSTS



For use with wire fence of all kinds

20 YEARS OF ACTUAL SERVICE IS CONVINCING PROOF OF THE LASTING QUALITY OF OUR GALVANIZED POST

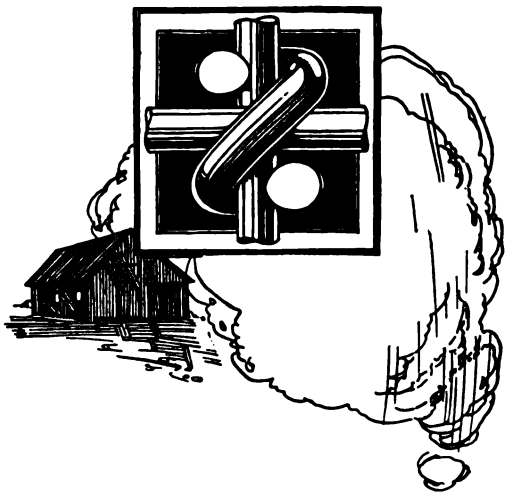
EVERY ROD OF FENCE REQUIRES A POST

United States Steel Products Co.

Rialto Building, - - - - - SAN FRANCISCO, CAL.
Jackson St. and Central Ave. - - LOS ANGELES, CAL.
Sixth and Alder Sts. - - - - - PORTLAND, ORE.
4th Avenue South and Conn St. - - SEATTLE, WASH.

Digitized by Google

Square Deal Fence



It is a far cry from that first single rod made by hand in this little shop, over 33 years ago, to today's million-rods-of-"Square-Deal"-fence-a-month.

Almost a million rods of service to the farmer — a million rods of profit to the dealer — pass through this factory each twenty-six full working days.

Into that first rod we built our ideas and ideals of quality. So clear and paramount was this purpose that some of the fence built that first year is still in active service.

And, if such a thing is possible, this ideal of quality is stronger, sounder, more fundamental today than ever before.

In our offices, shops and mills you can feel it; in our product you can see it—every place where fence is used.

Quality is the one thing that has made this one of the largest and foremost independent steel and wire mills in the country today.

* * * *

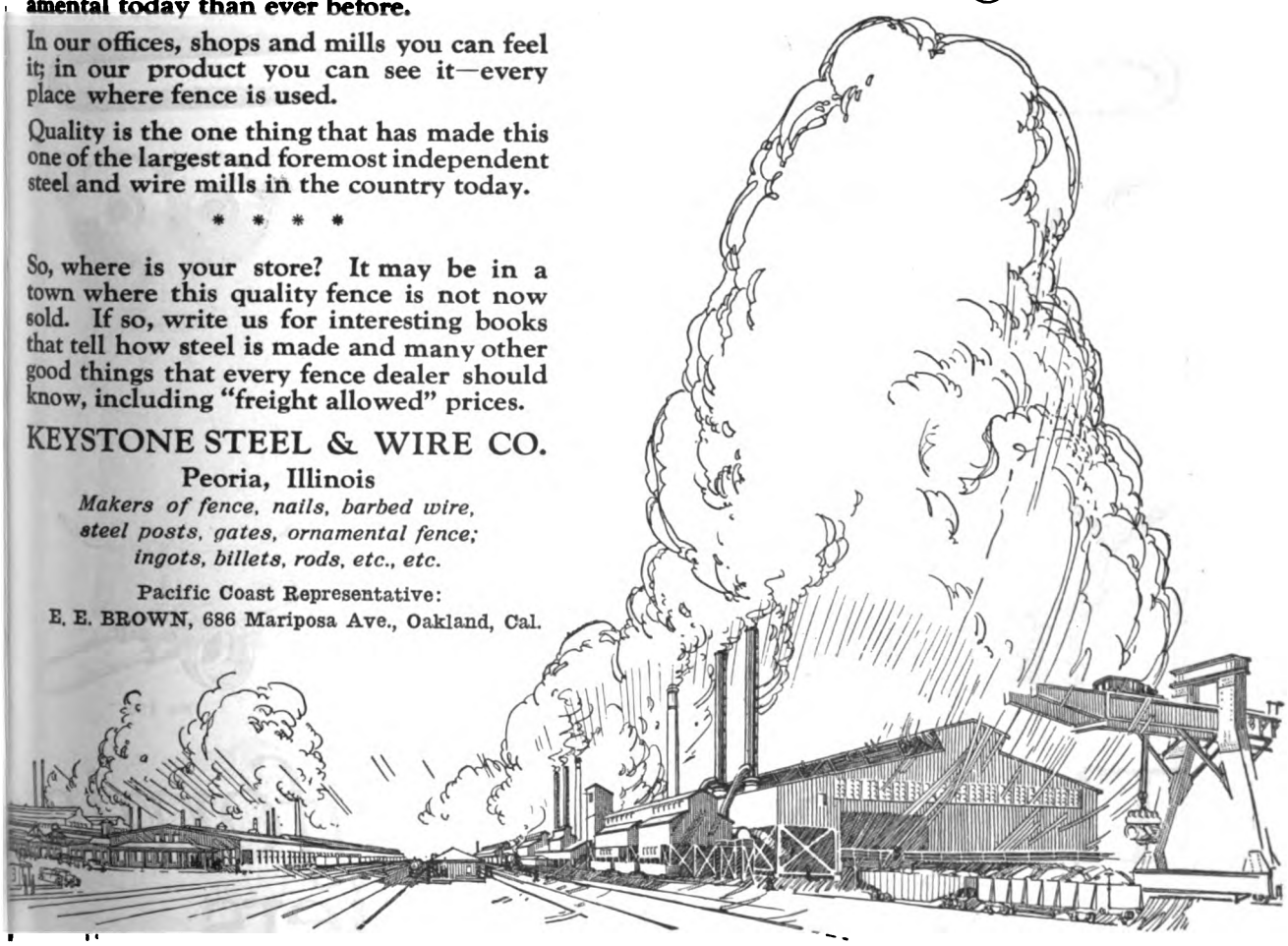
So, where is your store? It may be in a town where this quality fence is not now sold. If so, write us for interesting books that tell how steel is made and many other good things that every fence dealer should know, including "freight allowed" prices.

KEYSTONE STEEL & WIRE CO.

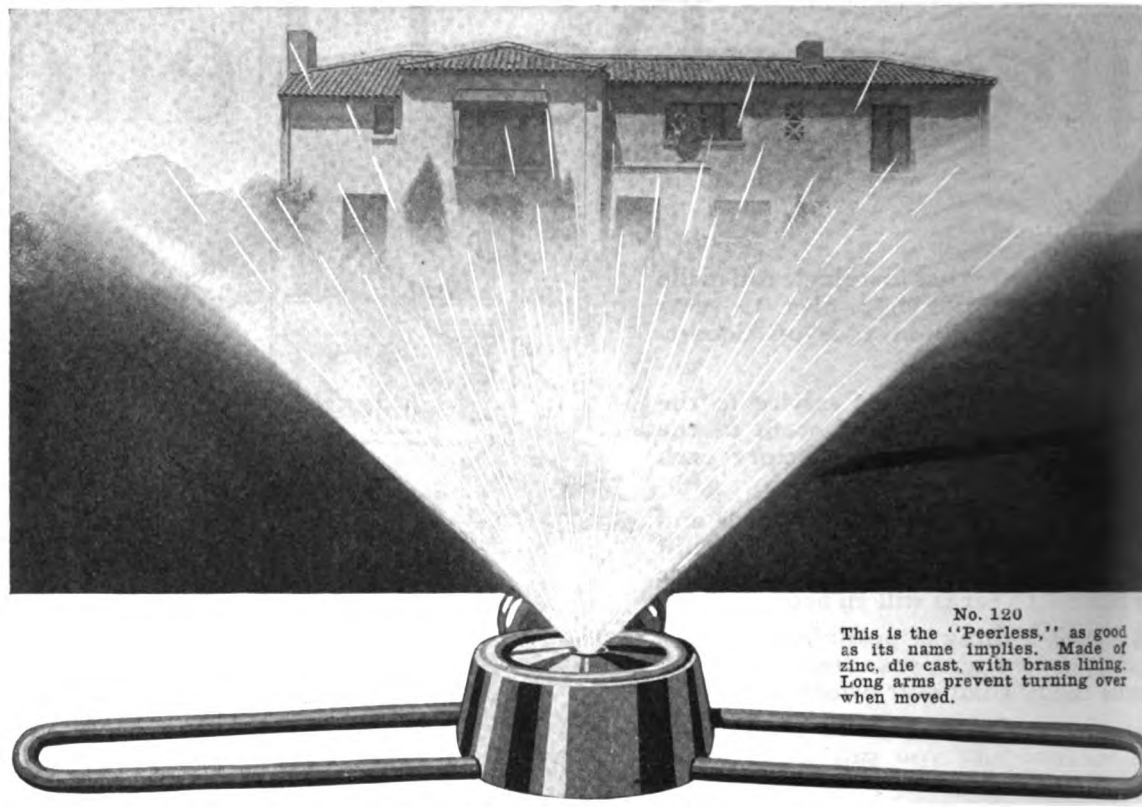
Peoria, Illinois

Makers of fence, nails, barbed wire, steel posts, gates, ornamental fence; ingots, billets, rods, etc., etc.

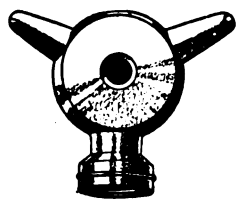
Pacific Coast Representative:
E. E. BROWN, 686 Mariposa Ave., Oakland, Cal.



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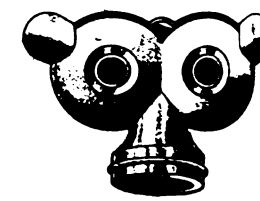
No. 120
This is the "Peerless," as good as its name implies. Made of zinc, die cast, with brass lining. Long arms prevent turning over when moved.



No. 75

Efficient Sprinklers

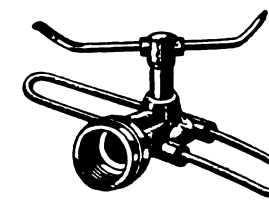
Thompson's fifteen different and distinct types of sprinklers are the result of fifteen years in experimenting with the control and distribution of water. They are each made to fill a demand. To carry in stock the full line would eliminate the necessity of buying any others. The continued increase in demand proves they are practical for use wherever the maximum of water distribution is desired. Order from your jobber now. Descriptive folder sent upon request.



No. 70



No. 100



No. 130

Thompson Manufacturing Co.
2468 East 8th St., - - Los Angeles

Thompson's California Lawn Sprinklers

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Galvanized Ware Quality Built





The appearance of Boyco Galvanized Ware is indicative of its quality throughout.

Boyco Galvanized products are made from black-sheets and are hot-galvanized after all construction is complete. Thus, none of the protective coating is broken, cracked or chipped off to invite rust or corrosion.

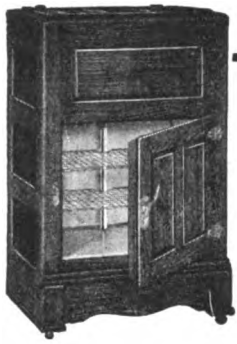
There is longer life in ware that is quality-built through the Boyco process because Boyco Engineers have not only selected the finest material but have reinforced these products at every point.

Strength and durability are the dominant features which are instantly recognizable in Boyco Galvanized Ware. Note the highly finished spangled surface.

Compare Boyco Ware with ordinary ware. The sturdy and attractive appearance together with the high-grade workmanship will convince you of Boyco superiority.

Boyle Manufacturing Company
Los Angeles, California

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BALDWIN
DRY AIR
REFRIGERATORS
KOLD KLEAN KIND

Listen to This One!
From One of Our Customers

One of the Invariable Results

Possibly you will recall building for Whiteface Inn this summer a cooler with space for crushed ice in the back of same. It was so satisfactory that I am desirous of installing a similar cooler here, but I left Whiteface Inn without taking the dimensions and as I desired to have same in a certain place here, could I trouble you to send me the outside dimensions of the one referred to above?

If you want an agency that makes little work, good profits and will grow, spend a cent for our catalog.



The Baldwin Refrigerator Company

Burlington, Vermont

Stock Carried by HEYMAN-WEIL CO., San Francisco, Cal.

C. H. SMITH, Western Representative
817 South Saint Andrews Place Los Angeles, Calif.



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ALL THAT THE NAME IMPLIES



Trade MADEWELL *Mark*

Garbage Cans

Made in Both Plain and Corrugated

It's easy to point out the superiority of Madewell Garbage Cans to your customers:

1. Deep drawn tight-fitting cover.
2. Galvanized reinforcing wire around the top.
3. 26-gauge body with heavy reinforcing swedge.
4. Vent holes, allowing free circulation under can.
5. Galvanized handles that fit the hand.
6. Heavy leak-proof bottom.

Write for New Folder which describes the cans in detail

The Madewell Line is a PROFITABLE LINE FOR YOU

Holiday Gifts of Utility — for Him

Wife, sister and mother come to your "Gifts of Utility" store and ask you to suggest a present for the man or boy. They know yours is the man's store.

Camping equipment always gives a man a big thrill, especially in the dead of winter. This stove and cooker are well made, moderately priced, pay a good profit and make friends for the dealer. Ask for our special folder.

Collapsible Camp Stove

A complete range, just as you see it. Has roomy oven, four lids, damper, and collapsible pipe. Note the small space occupied when it's folded up. Easily and quickly set up and perfectly rigid when ready for cooking. A ready seller to auto campers.

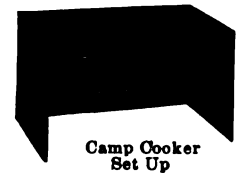


Closed



"Madewell" Camp Cooker

Heavy wire grill with three side sections of sheet metal to give control of fire and keep dirt out of the food. Folds up into a flat, compact, easily carried package, which can be put under the cushion of either seat. The blackened surfaces fold inside.



Camp Cooker Set Up



Camp Cooker Closed

Order Through Your Jobber or Write Us if He Can't Supply You

MADEWELL PIPE & CULVERT WORKS E. 12th St. and 25th Ave., Oakland, Cal.

— If it's MADEWELL *it's well made*

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THE TRITCH HARDWARE COMPANY









The Beautiful

MANNING-BOWMAN Line

could be greatly cheapened without danger of its falling into the mediocre class, but that experiment has never been tried.

MERCHANTS OF THE ROCKY MOUNTAIN WEST

are finding our complete stock of this builder of solid good will a mighty good one upon which to draw.

TRITCH

HARDWARE JOBBERS

DENVER

Chas. H. Bare

PRESIDENT

THE TRITCH HARDWARE COMPANY

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Moulding the Minds of Millions

LORAIN

Digitized by Google



Moulding the Minds of Millions

THERE are many *good* things that comparatively few people know about—things that have withstood the tests of Time and Usage.

Most frequently this condition is due to the maker's lack of appreciation of the true value of his product. In a few instances it is intentional.

For more than ten years, information concerning the Lorain High Speed Oil Burner has been purposely withheld from the general public because American Stove Company was determined to await the day when it could offer buyers an Oil Burner, the superlative merits of which *had been proved beyond all doubt.*

Today, with more than 600,000 burners of this type giving satisfactory service (many of them for the entire period of ten years), American Stove Company is ready to announce a national advertising campaign that will tell America's millions the surpassing advantages of the Lorain High Speed Oil Burner.

During 1923 nearly 100,000,000 copies of the publications, illustrated on this and the preceding page, will contain advertisements of this remarkable oil burner.

The influence of this gigantic campaign will be felt wherever oil cook stoves are sold or used. It is for you to decide whether or not you will participate in the profits which must accrue to every dealer who sells the products of American Stove Company—the World's largest manufacturers of cooking appliances.

AMERICAN STOVE COMPANY

ST. LOUIS MISSOURI

LOOK FOR THE RED WHEEL

LORAIN

HIGH SPEED

OIL BURNER

Digitized by Google

KING COLE BRUSH CO. INCORPORATED
63 FIRST ST. DOUGLAS 4112
SAN FRANCISCO
CALIF.

BRUSHES

WHOLESALE EXCLUSIVELY
FOR EVERY PURPOSE

FOSS-SET
GUARANTEED
USE IN ANYTHING
SINCE 1851

Twenty years ago we began to hear about "Set in Rubber" Brushes. Ten years ago they were greatly in demand on account of their superiority over the old Cement-Glue and Pitch Set Brushes, as the "Kant-Kum-Out" was a great improvement over the old settings.

But constant use has demonstrated that in vulcanizing the rubber with sufficient heat for the required time, that the bristles could not stand the heat and retain their elasticity, as the natural oil of the bristle was all baked out, leaving the bristle dry, brittle and lifeless.

KING COLE BRUSHES FOSS-SET

are not burned lifeless. The natural life and flexibility of the bristle is retained and are "GUARANTEED for use in ANYTHING," a guarantee never before put on any brush in any setting by any manufacturer. They are "GUARANTEED" by one of the oldest and best brush manufacturers in the "WORLD" and will be sent to any responsible and legitimate merchant "Parcel Post Paid" by "KING COLE BRUSH CO., INC." If not satisfactory, either before or after using, you can return via Parcel Post at my expense.

BETTER BRUSHES *King Cole* BIGGER VALUES



Mr. Hardware Jobber!

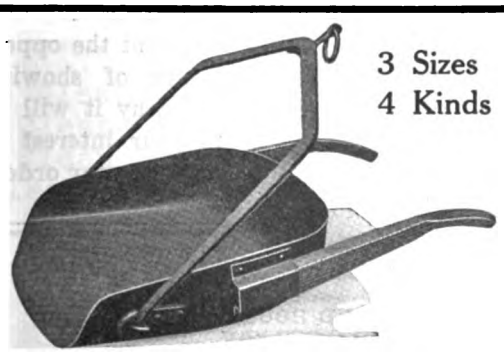
You can increase your earnings by handling the right line of Sole Leather

TAPS, STRIPS, SQUARES and BLOCKS

Write for Latest Market Quotations

G. A. SHOEMAKER, 693 Mission St., San Francisco, Cal.

ALSO TRUCKS BARROWS, ETC.

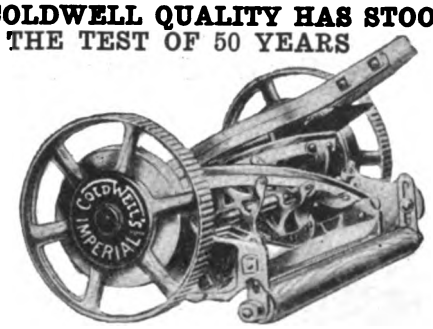


3 Sizes
4 Kinds

LANSING COMPANY
San Francisco, California

COLDWELL Lawn Mowers

COLDWELL QUALITY HAS STOOD
THE TEST OF 50 YEARS



The New Imperial High Wheel Hyatt Roller Bearing Lawn Mower — Lightest running and most durable.

DEALERS: DO NOT FORGET TO INCLUDE THE IMPERIAL IN YOUR ORDERS.

Complete stock of Hand, Horse, Power Mowers and repairs for the same carried in San Francisco.

H. V. Carter Motor Company

Distributors
52 Beale Street, - - San Francisco

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General Machinery & Supply Company

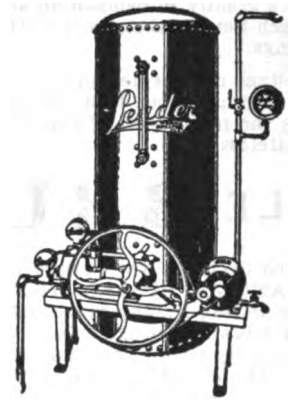
Including additions we are now making to our stock we will shortly have on hand a complete supply of General Hardware and Tools for all classes of trade. At present we carry one of the most complete stocks in San Francisco and are headquarters for —

MACHINISTS AND MACHINE SHOP SUPPLIES
CONTRACTORS' EQUIPMENT
VALVES, PIPE AND FITTINGS
HANDLES, SHOVELS AND WASTE
BELTING AND PACKING

GENERAL MACHINERY & SUPPLY COMPANY
39 Stevenson Street
San Francisco, California

TRADE Leader MARK

WATER SYSTEMS

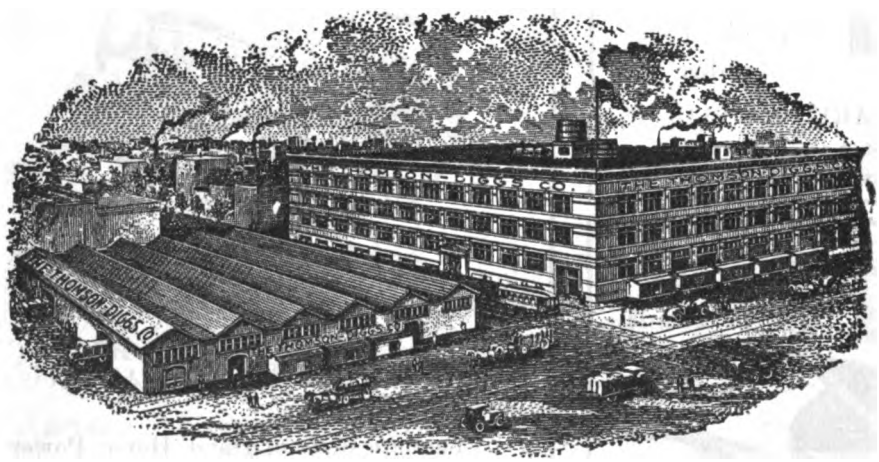


FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

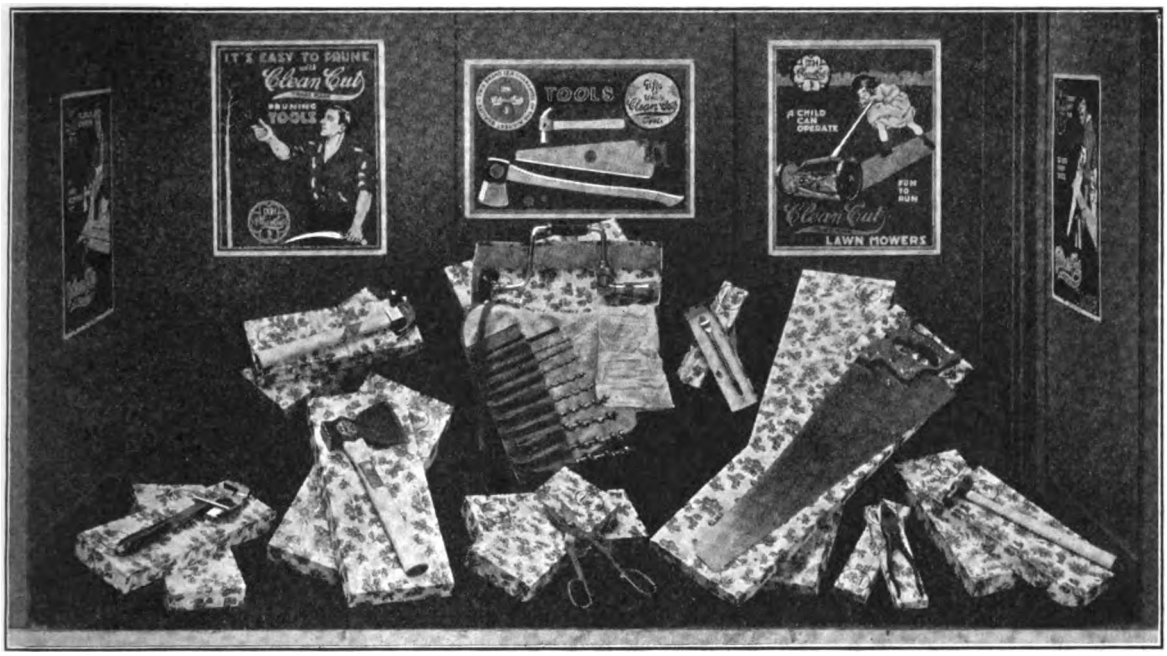
If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing — Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

Digitized by Google



November 7th, 1922

Mr. Dealer:

Behold my Xmas window trade getter.

You will note from the above cut that I am here to help sell goods of utility and usefulness for the Xmas holidays.

I have congregated a family of staples and have placed over same a coat of Xmas cheer that can be used during the Holidays. If I should happen to remain unsold, discard my Xmas covering and place me back in your regular stock. Avail yourself of this opportunity and have me on display not later than the first of December.

I am working for DUNHAM, CARRIGAN & HAYDEN CO., of San Francisco who can furmish you, in ornamental gift boxes, at no additional cost, their full line of celebrated brand of CLEAN CUT TOOLS and from this line I have selected what I consider a very effective window display as illustrated above, consisting of one each of the following:

No.	No.
511½ Clean Cut Nail Hammer	610 Clean Cut Ratchet Brace
558 Clean Cut Ball Pein Hammer	01009 Clean Cut Set Auger Bits
232 Clean Cut Broad Hatchet	10 Clean Cut Tinners' Snips
80 Clean Cut 26-in. 7 pt. Hand Saw	112 Clean Cut Expansive Bits

No. 1000 Clean Cut 8 in. Klein's Pattern Pliers
No. 314 Clean Cut Stillson Pattern Pipe Wrench

Yours for a Merry and Prosperous Christmas

Dunham, Carrigan & Hayden Co. - San Francisco, Calif.

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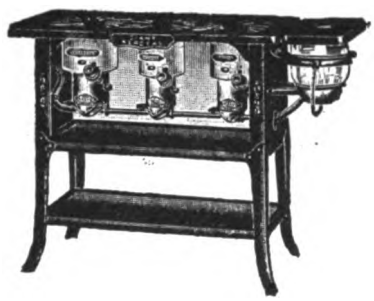
Giant KEROGAS Burner

On MANDO Oil Stoves

THE FRAME OF THIS STOVE IS A NEW DESIGN

SHOW THEM — AND THE SALE IS MADE

THE **GIANT KEROGAS BURNER** STOVE IS MADE IN TWO, THREE, FOUR AND FIVE BURNERS. ONE **GIANT BURNER** MOUNTED ON EACH STOVE.



Mando Oil Stoves



FEATURES YOU MUST NOT OVERLOOK

Burner — Wonderful Patented KEROGAS Burner. Made of genuine brass, drawn out of one piece. Leak-proof and rust-proof. Burns gas—400 gallons of air with every gallon of oil.

Burner Drum — Generates Gas. Extracts the maximum amount of gas from the oil and mixes it with the proper amount of air. Causes the stove to burn like a gas range—not like a lamp.

Wick Raising Device—Has two cog wheels with three points of support for the stem. It grips the wick carrier at all times.

Wick Regulator — Makes stove as easy to operate as a gas range. Saves dollars in wicks and oil.

Square Grates — Give 80% more heating surface.

Full Cabinet Back — Prevents false drafts from reaching the flame. Permits use of the stove outdoors.

Brass Sub-tank — Under kerosene fount. Made of brass—no danger of rusting.

Lower Shelf — Convenient for pots, pans and kettles.

KEROGAS Portable Ovens

RELIABLE AS A RANGE OVEN

KEROGAS Portable Ovens insure the user satisfying results in baking and roasting when used on gas, gasoline or kerosene oil stoves—they're as reliable as a range oven. Thousands are in use providing pleasing service day after day.

These Portable Ovens are the best built throughout. Only first-class materials are used in their construction. They are made of high grade blue steel, the better grades of ovens being asbestos lined in addition to the sides being full tin lined.

Write for Prices and Special Catalogue

MANGRUM & OTTER, INC.

827-831 Mission Street, San Francisco

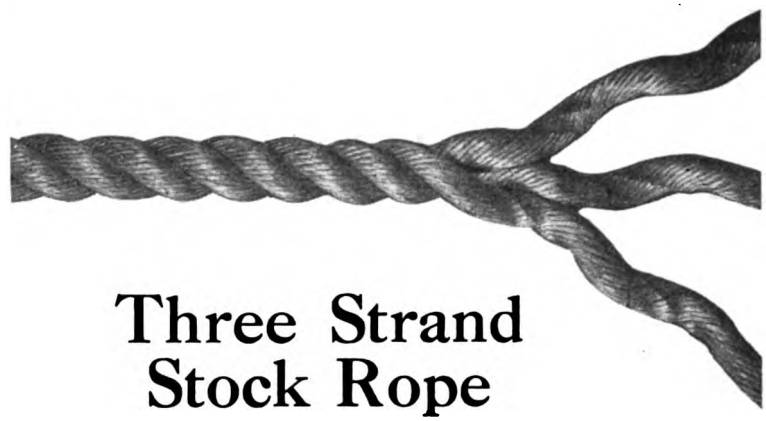
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..The..
Season's Greetings

BAKER-HAMILTON & PACIFIC COMPANY
SACRAMENTO
San Francisco, California

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CORDAGE



Three Strand Stock Rope

PURE MANILAS—

Cloverleaf Brand

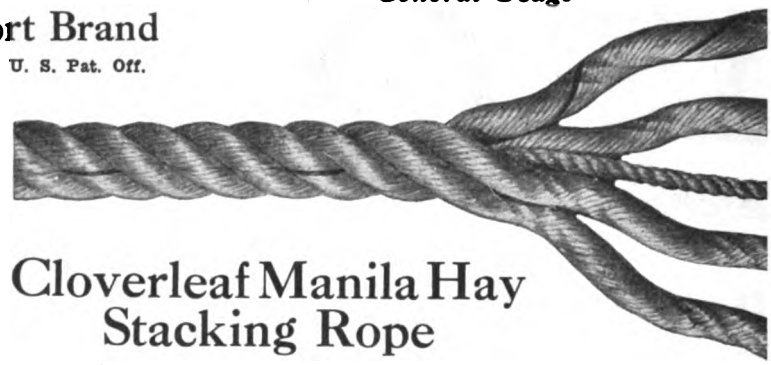
Seaport Brand

Reg. U. S. Pat. Off.

Unexcelled for General Usage

White Sisal

Sisal



Cloverleaf Manila Hay Stacking Rope

"Red Thread" 4 Strand

Reg. U. S. Pat. Off.

Specially constructed to give the longest life on the hay fork



"Broncho Brand" Red Thread

Reg. U. S. Pat. Off.

4 Strand Lariat Pure Manila

KNOWS NO COMPETITION

MANUFACTURED BY

THE PORTLAND CORDAGE CO.

Portland, Oregon Seattle, Washington

Digitized by Google

Erb Hardware Company
WHOLESALE HARDWARE
TRADE ·EHCO· MARK
LEWISTON, IDAHO

BELTING
PACKING
MILL AND MILL SUPPLIES
WAGON WOOD STOCK
AUTO SUPPLIES
IRON AND STEEL
BUILDERS' HARDWARE
STOVES
TIN AND ENAMEL WARE
SPORTING GOODS

SUNBEAM
PIPE and PIPELESS
FURNACES
— FOX SUNBEAM —
Saves Fuel
Gives Uniform Heat
Is Economical
Burns Wood, Coal or Briquets
No Worry
Built to Last
Answer—Money Saved
Honeyman Hardware Co.
Distributors
Park and Glisan Streets
PORTLAND - - OREGON

A. M. HOLTER
Hardware Company
Helena, Montana
Established 1867
WHOLESALE
Shelf and Heavy Hardware
Blacksmith Supplies
Sporting Goods
Automobile Accessories

HOLTER
Hardware Company
SPOKANE, WASH.
WHOLESALE ONLY
Auto Accessories
Plymouth Rope
Automatic Washers
Sargent Hardware
Acme Paints
Rawlings Sporting Goods
Ideal Furnaces
South Bend Malleable Ranges
Ideal Heaters
Mill, Mining and Logging Supplies
Tiger Bed Springs
Wetter Stoves and Ranges
Monamobile Oil and Greases
Prompt, Courteous Service

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Veribest

THE BEST KNOWN HARDWARE TRADE MARK IN THE INTERMOUNTAIN WEST

General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery and Tools
Congoleum

EXCLUSIVE DISTRIBUTORS OF
SONORA PHONOGRAPHS
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Wholesalers *Jobbers*

Strevell-Paterson Hardware Company
SALT LAKE CITY, UTAH

The
Schaw-Batcher Co.
SACRAMENTO, CAL.

WE OFFER YOU

Hardware
Tinware
Enamelware
Ammunition
Builders' Hardware

OF DEPENDABLE QUALITY

PROMPT AND EFFICIENT SERVICE

Stove Repairs and Waterfronts

DIRECT FROM THE MANUFACTURER TO YOU

Complete stock of Standard Parts made from our own PATTERNS at our own FOUNDRY

This is why we can offer you

SRS
STOVE REPAIR SERVICE

Largest Stove Repair House in the Northwest

SPOKANE STOVE & FURNACE REPAIR WORKS
912-914-916 First Avenue, Spokane, Washington

Complete Stove Repair Service

REPAIRS: Nearly 20 years experience in handling stove and furnace repairs for Northwest Merchants.

COMPLETE STOCK of repair parts.

PLATING: Nickel, gold, silver and copper plating—All finishes.

Galvanizing—Oxidizing

Let us handle this department of your business to show you a profit.

Mail orders filled promptly.

MYER S. RUBENS
JOBBERS — WHOLESALERS
1009 W. First Avenue - Spokane, Washington

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Do You Want to See Some Enthusiasm?

Show a man who has always used the old style frame the new Starrett Pistol Grip Adjustable Hacksaw Frame. Watch him balance it in his hand—test the perfect "hang" and look over the improvements of this new frame.

Show him that any blade from 8 to 12 inches can be used and set to cut in four different directions without removing the wing nut. Show him how the constant tension on the bolts holds the blade and how easy it is to change blades because of the positive adjustment on the tubular back.

See what he has to say about the hard rubber checked handle—the steam line design and the general finish of the new No. 169. You'll enjoy watching him sell himself.

Write for Catalog No. 22 "B. F." and the Supplement describing the new Starrett Tools.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.



42-385

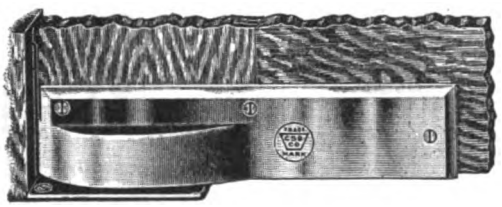
Sell Starrett Tools

TRADE **CHICAGO** MARK

SPRING HINGES

Appearance—Economy —Durability

The "Ajax"



In the "Ajax" we offer a Spring Pivot-Hinge with Ball Bearings at the top of the Hinge, away from dust and moisture.

Alignment Device that is easily accessible.

Roller Bearings for the piston, to overcome friction.

Tension Adjustment for tempered steel wire spring.

Durability, Economy and **Appearance,** backed by our **REPUTATION.**

Send for Catalog W 39.

Chicago Spring Butt Company
CHICAGO NEW YORK

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Keep Your Dollars Working!

Order often from our well selected lines of high class merchandise and insure quick and profitable turnover

Our Service is Unexcelled

Send us your orders today and let us prove our ability to serve you

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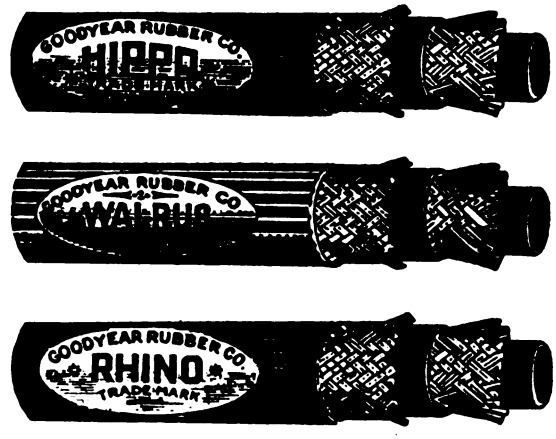
The Salt Lake Hardware Co.

Pocatello
Idaho

EVERYTHING IN HARDWARE

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

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R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

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SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St., & Pine St.
PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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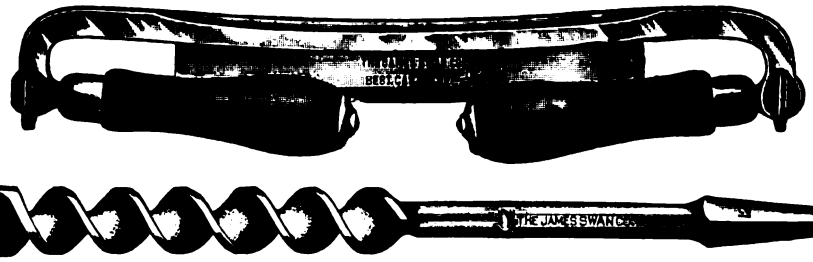
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SEYMOUR CONNECTICUT

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AUGERS



CHISELS
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NAIL SETS
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SCREW DRIVERS
GOUGES

New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

See the "NEW DUMACO"

HOSE NOZZLE



Before Placing Your Order for Next Season

You can sell more garden hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

—and WHY? Listen:

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially **improved packing** that makes leakage absolutely impossible.

In operation it is simplicity itself. One turn, and you have a straight flow; another, and there is a fine spray; a third, and the water is shut off—instantly. The stream is longer and the spray finer than in any other nozzle sold.

Each NOZZLE is factory-tested and fully guaranteed.

In price, it is right, and the most profitable for you to handle. We sell it much lower than any other is offered.

ORDER FROM YOUR JOBBER OR WRITE US DIRECT

The Durst Manufacturing Co., *Inc.*

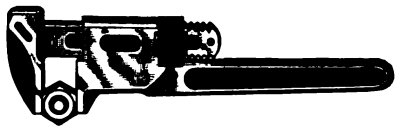
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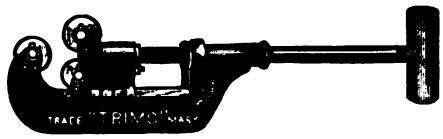
TRIMO Economies



Trimo Pipe Wrench, 8 sizes



Trimo Monkey Wrench, 7 sizes



Trimo Pipe Cutter, 3 sizes



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"

FOR

Shop, Home and Farm

These Four Tools Have the Quality TRIMO Mark

The right material is in them. The best possible design is in them. Every TRIMO operating convenience is in them — and every feature of economy.

TRIMO users buy for long service.

Buy of your dealer or write

Trimont Manufacturing Company
Roxbury (Boston), Mass.

Coe's Key-Model

The Recognized Standard Heavy Duty Wrench

This especially constructed adjustable wrench was created to withstand the unusually tough treatment accompanying use in boiler and engine rooms, in refrigerating plants and railway shops, on structural work and pipe lines.—

Unlike chain tongs and pipe wrenches — the Key-Model will not batter or jam the nut.

Jaw capacities as follows:

28 in. opens 5⅛ in.
36 in. opens 6¼ in.
48 in. opens 9½ in.

The 72, opening 12¼ in., is finished on special order only —

You not only have plenty of prospects within your reach — but they're easy to sell with the Coes.

Keep Supplied thru your Jobber

COES WRENCH CO.

ESTABLISHED 1841 IN WORCESTER, MASS.

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29 Murray St., New York

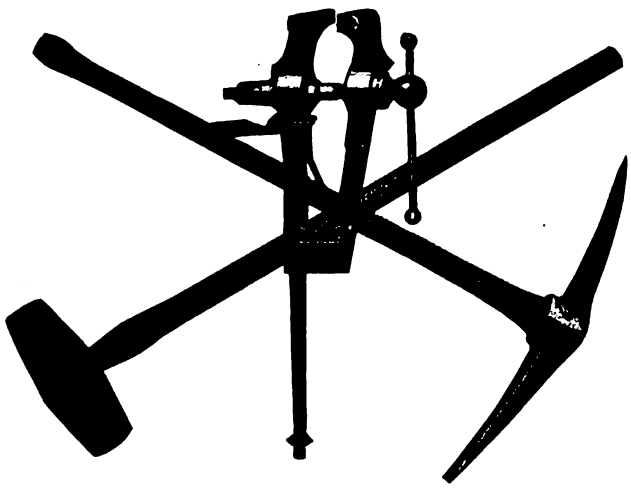
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John H. Graham & Co.
268 Market St., San Francisco

John H. Graham & Co.
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QuikwerK TOOLS



Quikwerk Tools

THE name QUIKWERK stamped on any forged hand tool is recognized instantly and everywhere as a mark of quality. The Warren QUIKWERK line includes hammers, sledges, hoes, mattocks, picks, tongs, wedges, blacksmith tools, track tools and many others.

Tell your Jobber you want the QUIKWERK kind

THE WARREN TOOL & FORGE CO.

261 Griswold Street, Warren, Ohio

This Man Says—

DEAR SIRS:

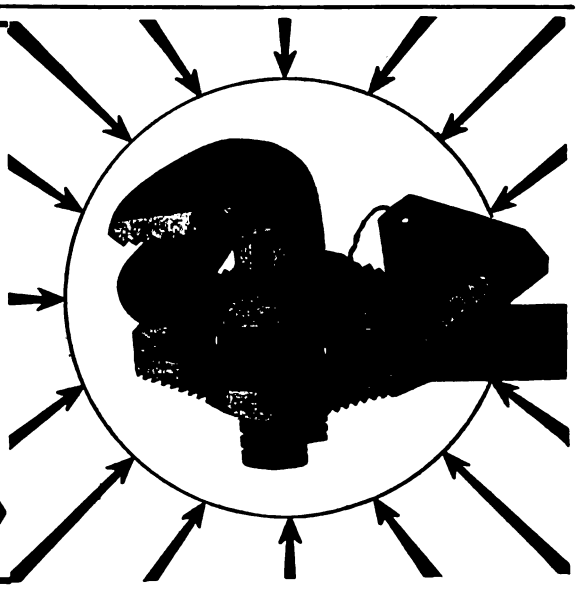
The "LITTLE GIANT" Pipe Wrench you make surely is the best I have seen as yet. I sold two 14" ones to an electrician who told me the other day he would not take $100.00 for them if he couldn't get any more. One man said they looked weak, so I handed him a 10" one with a piece of pipe to put on the handle and told him to break it. He tried, but I still have the wrench and also sold him one.

Yours very truly,
(Signed): P. W. MERRIAM.

HAVE YOU ORDERED YOUR STOCK YET?

Ask Your Regular Jobber for Prices

GREENFIELD TAP AND DIE CORPORATION
GREENFIELD, MASS., U.S.A.



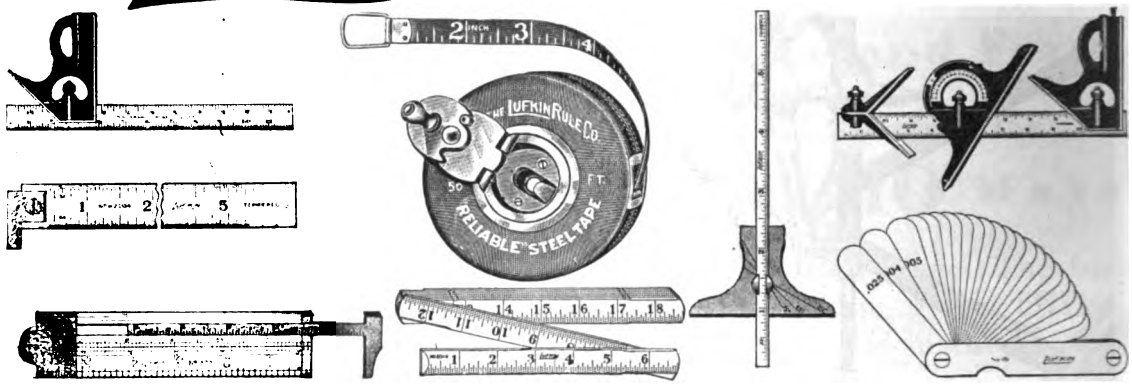


BURNT IVORY BRAND SECOND GROWTH HICKORY
Axe, Pick, Sledge, Hatchet, Hammer and all Mining Tool Handles. Known everywhere as the Best.
IVORY HANDLE COMPANY - Hope, Arkansas

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TWO WORDS COVER THEM ALL

LUFKIN—RELIABLE



MECHANICS' TOOLS
TAPES —— RULES
PROGRESSIVE LINES

Specify LUFKIN
Send for Catalog

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
NEW YORK

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BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
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Denver, Colorado....Moore Hardware & Iron Co.
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Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles—W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Oakland, Cal...Western Heavy Hdwe. & Iron Co.
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
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J. E. Haseltine Company
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Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
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Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz. ..... Albert Steinfeld & Co.

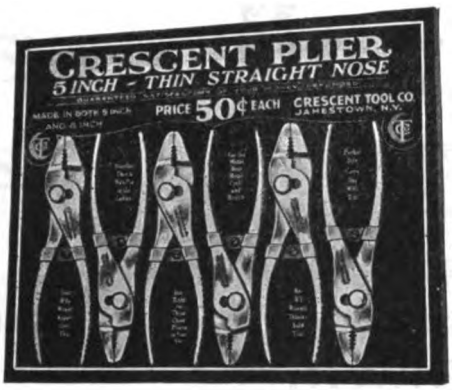
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK

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A New Display

The DB7 Display Card illustrated above is printed in two colors, purple and white, measures 8½x11 inches and is equipped with a lock easel back which prevents it falling over on the counter or a glass show case.

There are six of the No. L25 Thin Straight Nose Pliers mounted securely on a card by means of clips.

Short paragraphs printed on the card call attention to various uses of the tool and suggest the purchase.

The high grade nickel finish against the purple background makes an attractive display which is bound to catch the eye and will sell the tools as we have demonstrated by thousands of similar cards which we have furnished dealers in the past.

The DB7 assortment consists of the display card described, the six No. L25 five inch Thin Straight Nose pliers which are mounted on the card and six No. L26 six inch Thin Straight Nose Pliers which are packed in individual cartons.

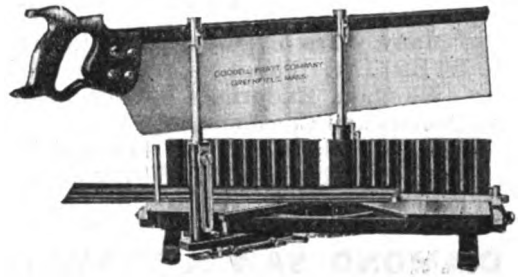
It is furnished at the regular price of the tools only.

Your Jobber Has It

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

GOODELL-PRATT
1500 GOOD TOOLS

All-Steel Mitre Boxes

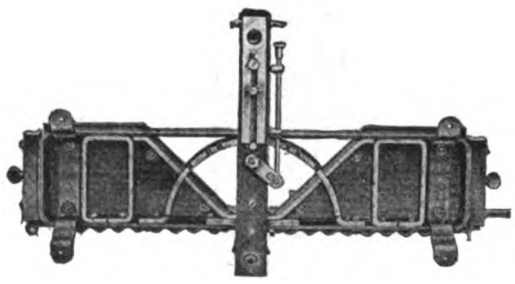


Goodell-Pratt all-steel Mitre Boxes are selling freely because they are made to give real service, and good mechanics know that they can rely upon them for a lifetime of accurate use.

Built Like a Bridge

The base of each Mitre Box is made of heavy steel, strongly reinforced and welded at every joint. Each box has all special features generally found on a high-grade Mitre Box.

Made Accurately
And Will Stay Accurate



Goodell-Pratt Company
Toolsmiths
GREENFIELD, - MASS, U. S. A.

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestioned merit.

We claim Endurance — Dependability — Fast Cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"—tells the story.

SOLD THROUGH JOBBERS ONLY.

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

Exclusive Pacific States Representatives

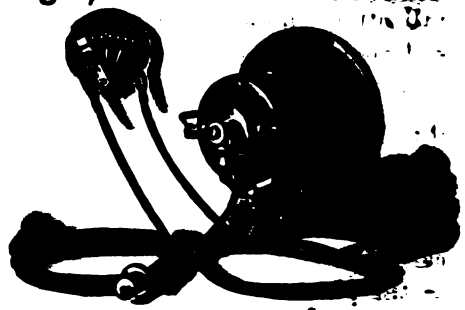
Champion Blowers, Forges, Drills and Screw Plates



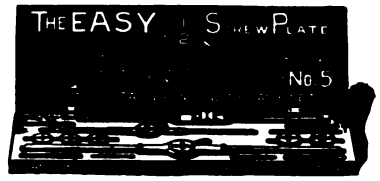
No. 400 Blower

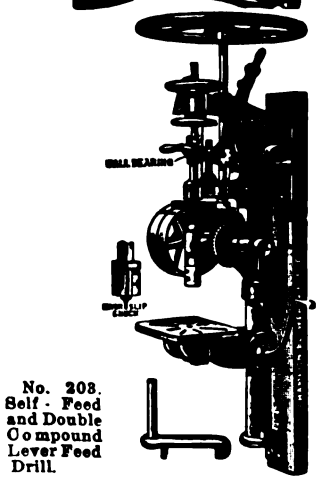


No. 401. Rivet Forge

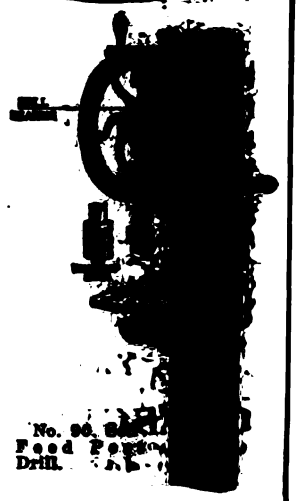


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.





No. 208. Self-Feed and Double Compound Lever Feed Drill.



No. 96. [illegible] Feed [illegible] Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

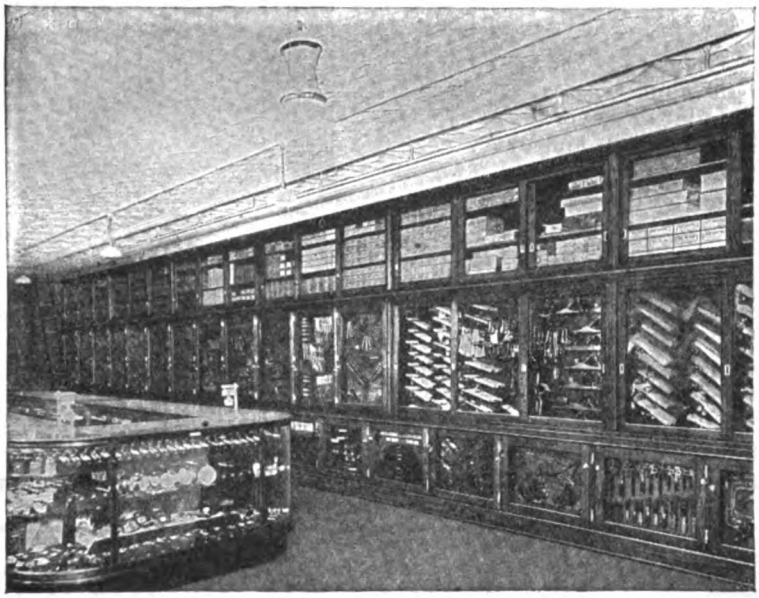
Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.

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HELLER'S
Simple System Hardware Store Shelving
FOR
SERVICE DURABILITY ECONOMY
CONVENIENT LENGTHS



EASILY INSTALLED

WILL

Protect the stock

Prevent losses
Increase sales

Add new customers
and hold them

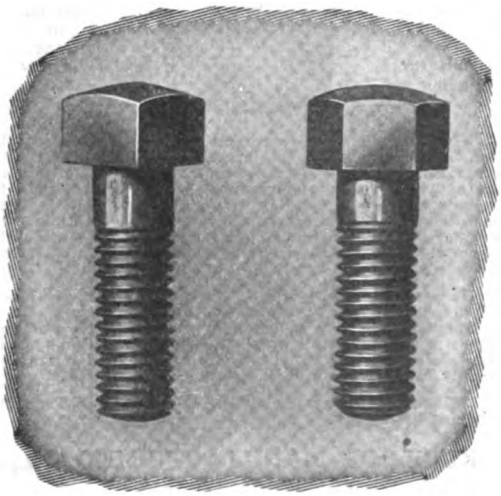
Add prestige to
your store

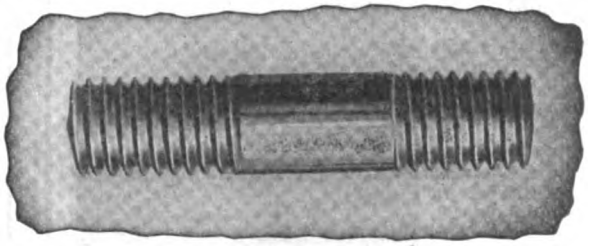
Catalog No. 26 - H
has just come off
the press

Write for your copy
today

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Montpelier, Ohio

Pacific Coast Representative:
E. B. BECK,
17 Spear St., San Francisco, Cal.





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Manufacturers of Cap and Set Screws, Screw Machine Work

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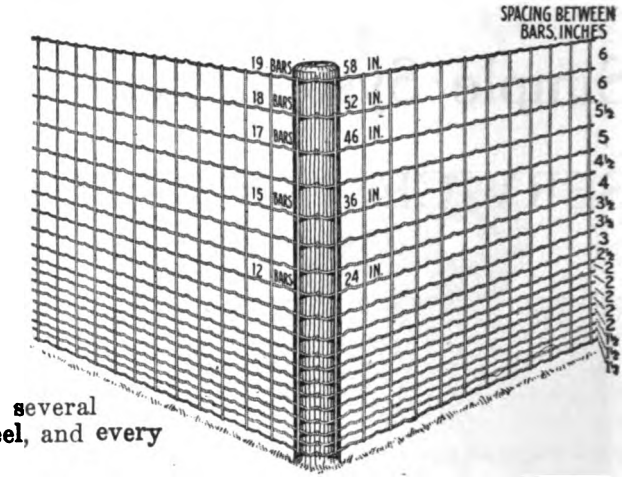
"Pittsburgh Perfect"

Electrically Welded

Poultry and Garden Fencing

A popular fencing among poultry raisers. Neat appearance and light weight are combined with strength and durability. No top rails or bottom boards are necessary.

This fencing will win friends among your customers, and develop profitable sales for you. Made in several styles from our own Open Hearth Steel, and every **rod guaranteed.**


SPACING BETWEEN BARS, INCHES
19 BARS
58 IN.
18 BARS
52 IN.
17 BARS
46 IN.
15 BARS
36 IN.
12 BARS
24 IN.
6
6
5½
5
4½
4
3½
3¼
3
2½
2½
2½

"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

That quality in screen cloth is being recognized more than ever is further shown by our greatly increased sales of AMERICAN BRONZE. Are you overlooking opportunities for Bronze sales? Avoid copper substitutes, as these are entirely too soft and are not so durable.

ORDER THROUGH YOUR JOBBER

We also manufacture "AMERICAN BRAND" Kopnik, Monel, Copper— Painted and Galvanized and special grades to order.

AMERICAN WIRE FABRICS CORP.

208 So. La Salle Street, Chicago, Illinois

FACTORIES: Chicago, Illinois. Mt. Wolf, Pa.

Representatives:

EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

MYERS FAULTLESS

Door Hangers and Self-Cleaning Track



Tight fitting, draft proof, weather resisting, light operating, sliding doors that can be adjusted up or down, and in or out, and can be opened and closed during all seasons of the year are FAULTLESS.

Remember the qualities and selling features of this and the other styles of Myers Hangers and Tracks, and let them produce door hanger sales for you. Write for Catalog and prices.

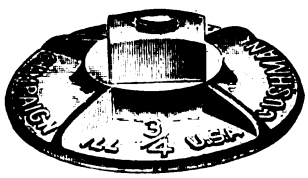
THE F. E. MYERS & BRO. CO.

ASHLAND, OHIO

Ashland Pump and Hay Tool Works

MALLEABLE IRON

WASHERS



Standard Pattern
Nail Slot Pattern
Spool Washers

Malleable Iron Tamping D's
Malleable Iron Castings

MANUFACTURED BY

THE CUSHMAN COMPANY, Inc.

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Western Representatives:

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The Popular "Nox-all Line"
OF GRASS CATCHERS
NOW READY FOR 1923 SEASON

Catalog and Price List on Request — Sold Through Jobbers Only



Three of Our Popular Numbers

"Popular" Because Made Right—Packed Right—Priced Right

This Popular Line Will Pay You Big Returns

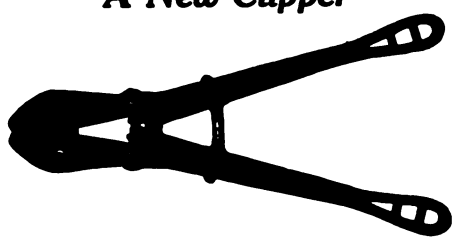
CANVAS PRODUCTS CO. - 1236-44 So. 7th Street, St. Louis, Mo.

Western Representative: J. G. JEFFRIES, 206 South Spring St., Los Angeles, Cal.

Eastern Representative: CHAS. H. SWIGGETT, 141 East 44th St., New York City

PORTER'S
New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to 3/16"

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

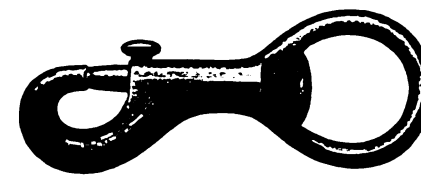
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FOR THE HARDWARE MAN

FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1½ Inches



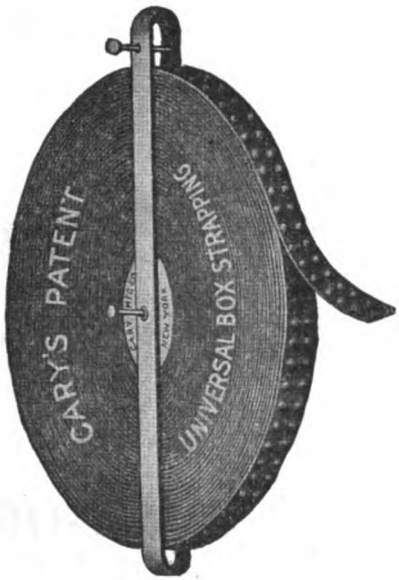
IKOJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

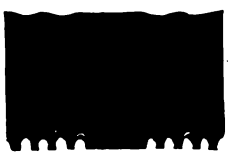
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"UNIVERSAL"
Box Strapping



"Known the World Over"

Cary's "Divergent"
Saw Edge Joint Fasteners



Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.
BROOKLYN - - - NEW YORK

Every Foot of
Ludlow-Saylor "Perfect" Galvanized Hardware Cloth....



by reason of our **thorough** equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is

"Guaranteed"

It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

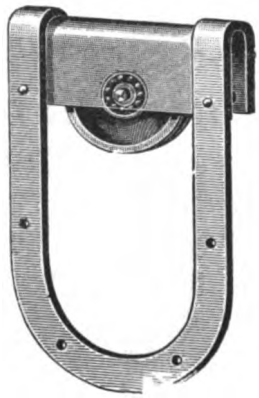
Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

***The* LUDLOW-SAYLOR WIRE CO.**
ST. LOUIS, MO.

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Lane's Special Barn Door Hangers



These Hangers have U-Shape frame, the form of the original Lane. The wheels are completely covered and will run on any length of track.

Sold by the hardware trade everywhere

MANUFACTURED BY

LANE BROS. CO.

RIVER STREET - POUGHKEEPSIE, N. Y.



The patent wedge does it!

Only on V. & B. Hammers, and remember, each hammer carries the Underwriters' Laboratories label.

When you buy V. & B. Hammers, you buy quality plus safety!

VAUGHAN & BUSHNELL MANUFACTURING COMPANY

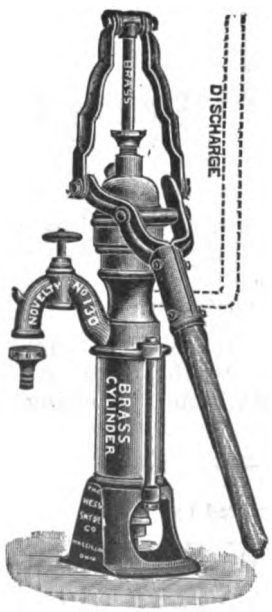
Makers of Fine Tools

2114 Carroll Ave. Chicago, Ill. U.S.A.

GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS.** Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

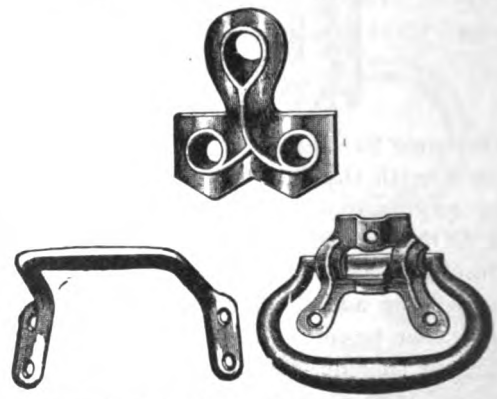
Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

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Great Assortment of

Ears, Knobs and Handles



Leading Supply House in America for this Class of Goods. Ask for Samples, Catalogue No. 9 and Prices.

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BERGER BROS. CO., Mfgrs.
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COMPOSED OF TWENTY-TWO OF THE BEST SELLERS IN OUR LINE

Why You Should Buy It

YOU GET A GOOD ASSORTMENT OF OUR BEST SELLERS

YOUR INVESTMENT IS LOW

YOU RECEIVE A FINE DISPLAY BOARD WITH MOUNTED SAMPLES WHICH HELPS SELL THE GOODS

ONE DOZEN OF EACH ARTICLE IN A BOX—TWENTY-TWO DOZEN IN ALL—PACKED WITH DISPLAY BOARD IN A CARTON WEIGHING 16 POUNDS

A LIST SHOWING SUGGESTED RETAIL SELLING PRICES IS PASTED ON THE BACK OF EACH BOARD



Full size of Display Board is 12"x7½"

This Is a Real Assortment

The Price is $17.00

ORDER ONE FROM YOUR JOBBER OR DIRECT

THE BRAINERD MFG. CO., EAST ROCHESTER, N. Y.

Norcross



Garden Cultivators

LUTHER BURBANK pronounces the Norcross a wonderful implement, using a dozen or more of them on his own estate, and says: "They are the Best of their kind."

Selling a Norcross is selling Quality, Service and Satisfaction to a customer at a moderate cost and an attractive profit. Three sizes, all strongly made and handsomely finished. Order through your jobber and be sure you get the Genuine Norcross.

C. S. Norcross & Sons

MANUFACTURERS

Bushnell, Ill., U. S. A.

Link up your name with that of the ~



RELIABLE *Standard* BLUE FLAME *Wickless* Oil Heated Colony Hover

IT IS comparatively easy to produce baby chicks. It is quite another matter to raise them successfully. Various devices have been used with more or less satisfaction. The best method yet discovered is found in our 1922 Model Blue Flame Hovers. In them we have attained the highest degree of perfection in chick brooding. Whether you are a city back-lotter, a poultry farmer or a fancier, you will find this system by far the safest and best.

Successful Poultry Raising Depends So Much Upon Successful Brooding

Burns ordinary kerosene or coal oil with a clear, even blue flame. No soot; no fumes; no odor; no wicks to trim; no smoke. Every burner is adjusted at the factory to the maximum flame. It is impossible to overflow. Produces a well controlled heat, sufficient for any purpose. Easily adjusted; automatically regulated. Made in various sizes. Provides pure warm air and plenty of it. Saves fuel; saves labor. Saves its cost every season in preventing chick losses.

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All Reliable Incubators, Brooders, Hovers, Poultry Appliances and Fixtures are backed by our positive money-back guarantee. 41 years at it.

Write for Dealer Terms & Prices



J. W. Myers, Pres.

RELIABLE INCUBATOR & BROODER CO
Dept. J QUINCY, ILL., U.S.A.

Reliable because right.

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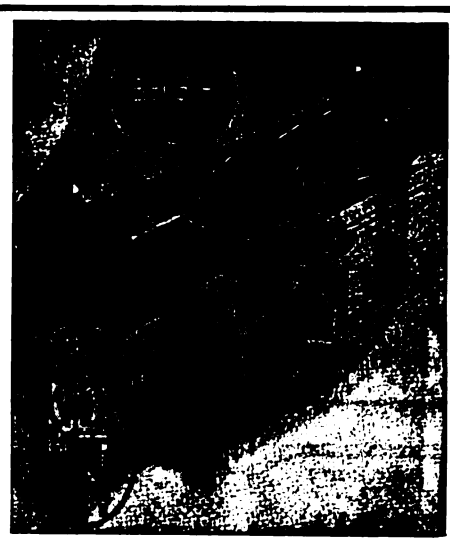
Mr. Jobber: GUARANTEED EMPIRE COBBLER

is packed with lasts and stands made from a special metal of highest quality and superior quality tools, enabling us to GUARANTEE and place on the market a set better than has ever before been sold. Write for latest catalog, No. 15, illustrating and describing this set more fully and let us tell you why it will pay you to stock our line.

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LOUIS SACKS, INC.

Nevada and Utah Representatives:
E. C. Coffin Company, 424 Ness Building, Salt Lake City, Utah
Pacific Coast Representatives:
Mr. J. J. Wirtner, 2d and Mission Sts., Room 511 Wells Fargo Bldg., San Francisco, Cal.



No. 101 Surface Adjustable

RED RIB

Strongest trolley made. Easy running. Tandem wheels, roller bearing, hinged and flexible.
The track will not spread because of solid double-grooved wheels and arched treads. Sheds water. Bird proof.

Capacity:
- No. 100 A for doors up to 300 lbs.
- No. 100 B for doors up to 400 lbs.
- No. 101 A for doors up to 300 lbs.
- No. 101 B for doors up to 500 lbs.

NOTE: The wheels run on the arched treads; adds strength, reduces friction. There is a strong guarantee back of Red Rib.

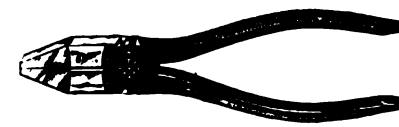
THE TOPPING MFG. CO., Ashland, Ohio, U. S. A.
For 18 Years Safety Door Hanger Co.
Represented by W. R. Voorhees & Co., The Call Bldg, San Francisco

BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN.

These Tools are a Part of the "Bridgeport Line"

Matchless Combination Pliers



	5½ in.	6 in.	7 in.	8 in.
No. 118 — Blued Pol'd Nose	$11.75	$12.70	$14.70	$16.80 doz.
No. 632 — Full Polished	$14.80	$16.00	$18.00	$21.00 doz.

Hy-Power Side Cutting Plier



No. 320 — Size 7 in. . . . List $42.00 Doz.

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C. W. GAUSE COMPANY,
693 Mission St., San Francisco, Cal.



SHELBY DOOR BUMPERS

"Stand the Bumps"

Made of cast or wrought metal in a large variety of styles. Fitted with live rubber tips and finished to match all Builders Hardware.

MADE BY

THE SHELBY SPRING HINGE CO. - Shelby, Ohio

COAST REPRESENTATIVES

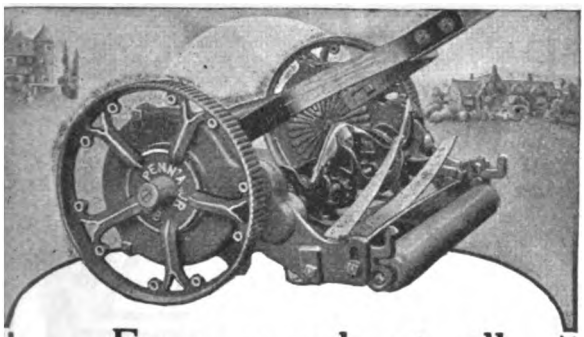
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Los Angeles, Calif.

D. L. Herman
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Denver, Colo.



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Every merchant selling "Pennsylvania" *Quality* Lawn Mowers can be sure that they will be, as usual, nationally advertised during the coming season.

"Pennsylvania" *Quality* advertising and Dealers' Sales Helps are continuously driving home the big features of faultless construction and exceptional service that have earned for "Pennsylvania" *Quality* its widespread reputation.

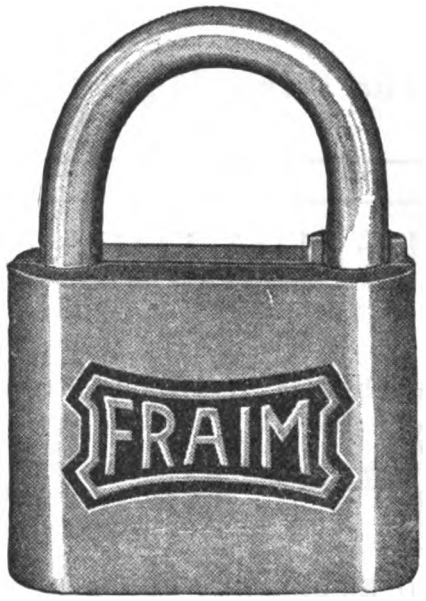
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Quality
LAWN MOWERS

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA

TRADE FRAIM MARK

Selling a



No. 69 — Full Size

Cast Brass Padlock

is an easy job. For if it is a FRAIM lock, its quality shows for itself so clearly that selling talk is unnecessary—the lock gives its own evidence of security, durability and strength.

And it sells at a moderate price—the cut illustrates a line that retails profitably at from 45 cents to $1.25.

No.	Size	Opening of Shackle
470	1½ in.	⅝ in.
471	1¾ "	1⅜ "
473	1⅞ "	13/16 "
473X	1⅞ "	1¾ "
473E	1⅞ "	3⅜ "
69	2⅛ "	15/16 "

Numbers 473 and 69 are made also with adjustable shackles.

Send for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches

Order through your jobber or direct from us with your jobber's name

THE E. T. FRAIM LOCK CO
LANCASTER, PENNA., U. S. A.

Pacific Coast Representatives,
SANBORN & STROMBACH,
San Francisco, Los Angeles, Denver

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THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect



The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.

BUFFUM TOOL CO.

LOUISIANA, MO.

Machinists' Ball Pein Hammers



PROPER DESIGN. HIGHEST QUALITY
BEST FINISH. RIGHT PRICE.
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693 Mission Street, SAN FRANCISCO, CALIFORNIA

WOOD SCREWS



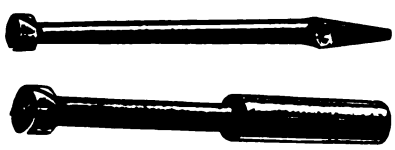
MACHINE SCREWS




ANDREW CARRIGAN CO.
Pacific Coast Representative
Sanfrancisco Los Angeles Seattle Denver

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work
SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.
Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

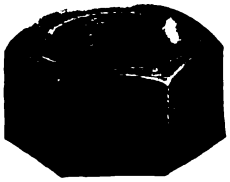
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S. A. E. Standard Nuts Milled From Bar Stock

¼" to 1" in Cartons



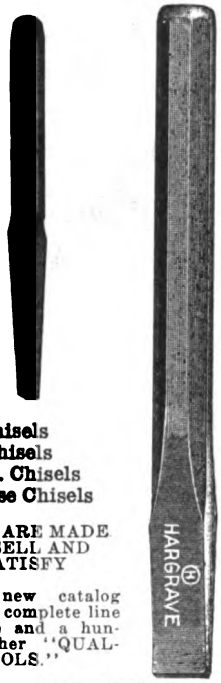
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ST. LOUIS, MISSOURI



Represented by
LOUIS J. ZIESEL CO.,
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SCREW MACHINE PRODUCTS TO BLUE PRINT OR SAMPLE

HARGRAVE TOOLS HARGRAVE



Cold Chisels
Cape Chisels
Dia. Pt. Chisels
Rd. Nose Chisels

THEY ARE MADE TO SELL AND SATISFY

Our new catalog shows a complete line of these and a hundred other "QUALITY TOOLS."

Pin Punches
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YOUR JOBBER CAN SUPPLY YOU

The Cincinnati Tool Co.
Montgomery and Waverly Ave.
CINCINNATI, OHIO

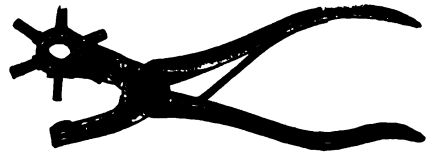
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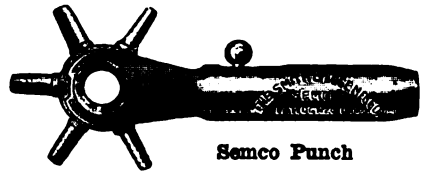
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CABLE CHAIN



6 Tube Revolving Punch



Semco Punch

THE SMITH & EGGE MFG. CO.
"Originators of Sash Chain"
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The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

This machine is made of malleable iron and steel and will not break if abused.

MADE BY
F. H. SMITH MANUFACTURING CO.
3047 Carroll Avenue, Chicago, Illinois
Manufacturers of
Rivet and Fastner Setting Machines



THE "PONY"

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Peerless No. 333 — Three Piece Mason's Level

Large White Painted Oval Sights, Permanently Marked Vials and other redeeming features have made Peerless Levels very popular among mechanics.

Peerless Levels for Masons, Plasterers and Carpenters are made of Pine and Hardwood, some are Brass Bound and some are 3-piece, made with Pine Center and Hardwood Edges. Cut above shows a 3-piece Mason's Level. Cut below shows a Brass Bound Carpenter's Level with Double Plumb at each end.



Peerless No. 550 — Brass Bound Carpenter's Level

Mason's Levels 42" and 48"
Plasterer's Levels 12", 14", 16", 18" and 20"
Carpenter's Levels 24", 26", 28" and 30"

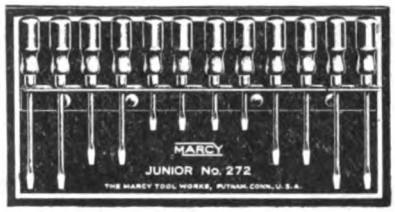
If your Jobber does not have them, ask him to order for you, or send us your order and mention your Jobber's name and address. Catalog and prices furnished upon request.

THE PEERLESS LEVEL & TOOL COMPANY - STERLING, ILL.

Coast Representative: D. EDWIN HARRIS, 416 Bellevue Avenue, Oakland, California

TRADE MARCY MARK

Junior Screwdrivers
No. 272



MR. DEALER —

Show up a card of our No. 272 drivers along-side any others at the price and let your customers decide for you which is the quickest profit making item.

Your only loss is in NOT having them.

ASK YOUR JOBBER

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PEERLESS STRAP WRENCHES

Will not crush the thinnest tubes, and they cannot slip when properly adjusted. Double woven linen strap is the strongest and most durable made. Patented cam locks the strap securely in any position. Wrench is drop-forged steel. The ideal wrench for polished pipe.

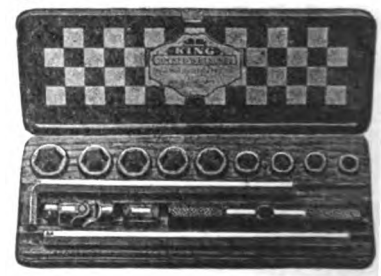
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King Socket Wrenches

For Every Nut

On Every Car



In The Handy Steel Box

KING PRESSED STEEL & MFG. CO., Boston, Mass.

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"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

There is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Felloe Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Denver, Colo.



Look Ahead

Present orders for Allith-Prouty garage door hardware and builders' hardware specialties indicate certain anticipation of a big steadily increasing business for 1923.

Dealers and jobbers everywhere are preparing for the profits that are coming to those who meet the demand promptly * * * with goods of long established repute for excellence of manufacture, ease of installation and operation, and long life.

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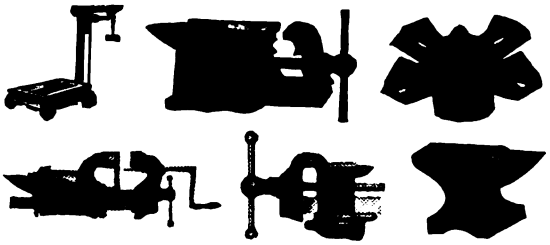
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DANVILLE, - - - - ILLINOIS

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ALL GOOD SELLERS

PRICED TO SUIT THE TIMES

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AMERICAN SCALE CO., Sta. B, Kansas City, Mo.

The Large Volume of Business

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necessary for the Acme Pattern Works to organize a new corporation to handle the Tool Manufacturing which will be known as the Acme Tool Co.

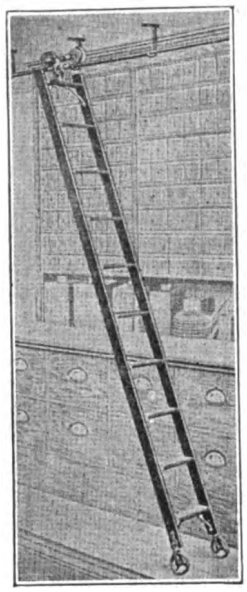
HIGH QUALITY MASONS, CARPENTERS' and PLASTERERS' TOOLS is our SPECIALTY

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Western Representative:
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Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

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Is Assured in Locks of Our Make, Not Usually Found in Other Locks of Similar Appearance — and Costs No More

No. 180 Polished Cast Brass



No. 147 Heavy Pressed Steel

An Original Design Selected From Our Comprehensive Line of Rapid Sellers

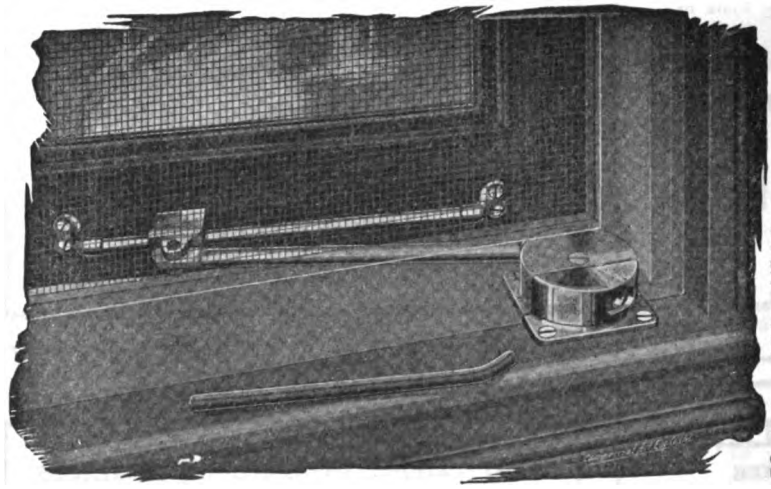
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Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

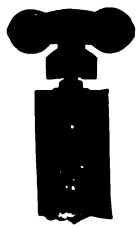
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

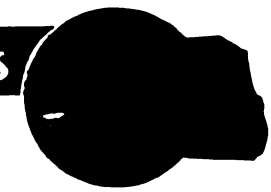
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

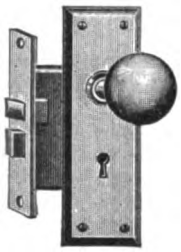
Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

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Lockwood Hardware.



Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

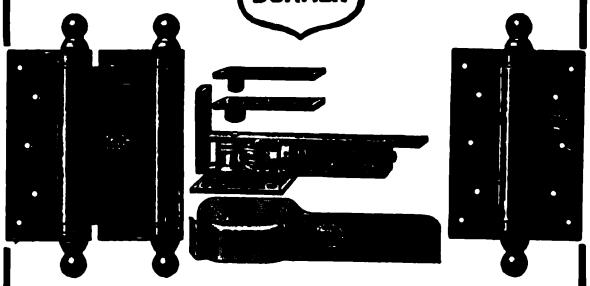
Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

LOCKWOOD MANUFACTURING CO.
Manufacturers of
BUILDERS' HARDWARE
SOUTH NORWALK, CONN., U. S. A.
JOSEPH T. POLITEO, 183 Stevenson St., San Francisco, Western Representative.

"QUALITY"
THY NAME IS
BOMMER
IN ALL THAT RELATES TO
SPRING HINGES

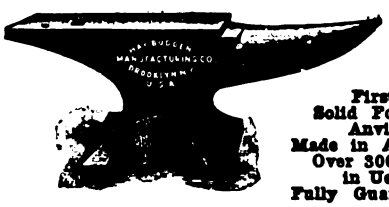
Your door is the entrance to your "Sanctuary" in business, and at home—"there's no place like home."
Let BOMMER SPRING HINGES close your doors.
"They are the Best"
Established 1876

TRADE BOMMER MARK



Bommer Spring Hinge Company
Manufacturers - - - BROOKLYN, N. Y.

Hay-Budden Solid Forged Anvils
SOLD THROUGH THE TRADE



First Solid Forged Anvil Made in America Over 300,000 in Use Fully Guaranteed

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Only Wrought iron anvil body

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Regular Blacksmiths' or Farriers' Clip Horn Types
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COLUMBUS, OHIO, U. S. A.

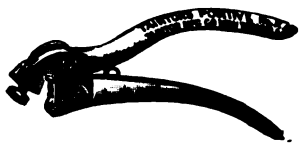
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SASH CORD
NET WEIGHTS FULL LENGTHS
Silver Lake Co. - Newtonville, Mass.
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Double-Pointed Tacks and Staples
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Gilson Garden Tools
Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.
J. E. GILSON CO., PORT WASHINGTON, WIS.

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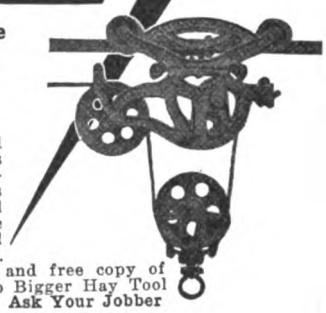
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They cannot slip on the teeth.
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Ney's No. 175 7-inch Sheave Roller Bearing Carrier Uses Flexible Steel Cable

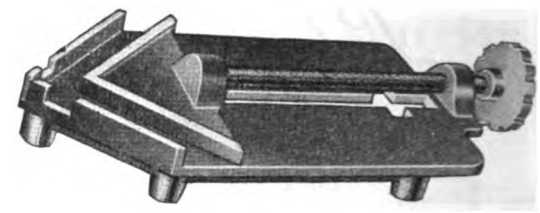
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Made for extra hard use and heavy work. Carrier allows the lifting pulley to be carried as near to the track as other carriers using small sheaves. Sheaves made to use ⅜ to ½-in. flexible steel wire cable in place of rope. Write for Catalog No. 25 and free copy of booklet, "Ney's 7 Ways to Bigger Hay Tool Sales."

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for every need. In use by U. S. Government Builders, Manual Training Schools and Woodworkers. Send for circulars and prices. If your jobber cannot supply you, order direct.

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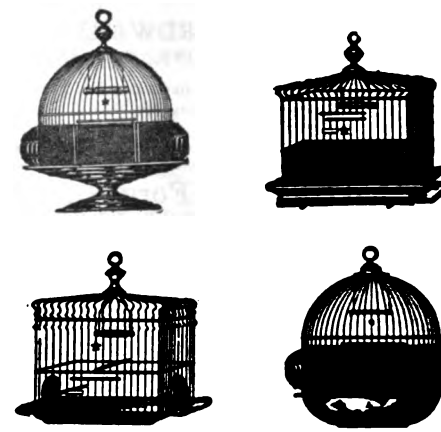


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Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord	Shade Cord
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Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

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World's Largest Ski Manufacturers

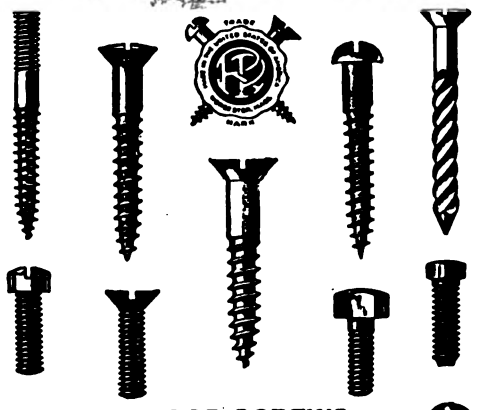
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They make an ideal gift. Be prepared for the demand for the fastest selling, most widely known ski on the market. Both expert and beginner know the blue trade-marked Northland Ski and buy it on sight—Now is the time to order a complete stock.

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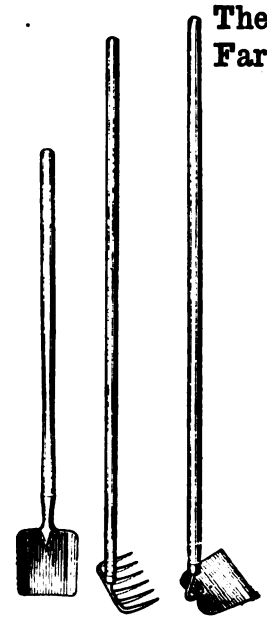
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MACHINE SCREWS STOVE BOLTS
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RIVETS BURRS BOLTS NUTS

REED & PRINCE MFG. CO.

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There's a Bit of the Farmer in Every Kid

Our children's garden sets are just small editions of the man-size tools their daddies use. Hoes and the shovels are made of tough steel that actually dig. The rakes are nickel-plated castings that will clean up any kid's yard. And the handles? Only strong, knot-free wood is used, and every one has an attractive waxed finish.

Think of the happiness every youngster gets from being able to "help Dad." And don't forget the back-yard and beach-front sand piles! Send for price lists. With them we will send you our catalog, which illustrates the Arcade line of hardware accessories and toy novelties.

Arcade Set No. 51
Shovel, 3" x 3½"
Rake, 3½" wide; 6 teeth
Hoe blade, 2½" x 3¼"

ARCADE MANUFACTURING CO.
FREEPORT, ILL.



The BILTRITE

Egg Beater and Cream Whip

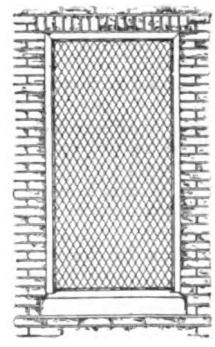
Made of Retinned Tempered Steel Throughout
White Enameled Handles

Should be in every home for beating eggs, whipping cream, mixing dressings, etc. Let the "Biltrite" take the place of the various articles now used for work of this kind in the kitchen.

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MADE BY

THE PACKHAM CRIMPER CO.

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WHITE MOP WRINGER

New CAN'T SPLASH Line

A woman can use boiling water and strong suds or mop her floor in her ball gown without soiling hands or clothes.

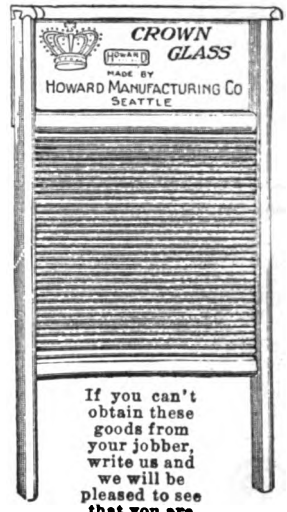
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Tell her how easily she can have spick and span floors. Send out some of the free circular matter we furnish printed with your name and address. Get our attractive Display Rack free. You'll be agreeably surprised how fast White Wringers sell.

Write us for details and pamphlet No. 5. Please give us the name of your jobber.

White Mop Wringer Company
FULTONVILLE, KY.



If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied

HOWARD Woodenware

Made of Select Sitka Spruce

Ironing Boards
Pastry Boards

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a Complete Line of

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The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

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No. 24, Steel Platform
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The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

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AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"
WITH YOU AND YOUR CUSTOMERS

STAND FOR
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K-K is indispensable for removing stains from closet bowls. Desolvo is a remarkable chemical preparation that magically removes all refuse from clogged pipes. It will melt ice like magic.

Their effectiveness brings customers back for more — every time.



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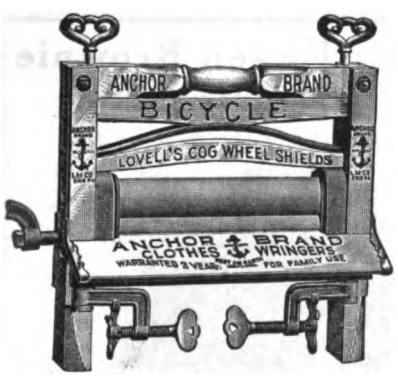
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PACKED 2 IN SHIPPING CASE; WEIGHT 20 LBS.

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Our prices are down to pre-war basis and deliveries are prompt.

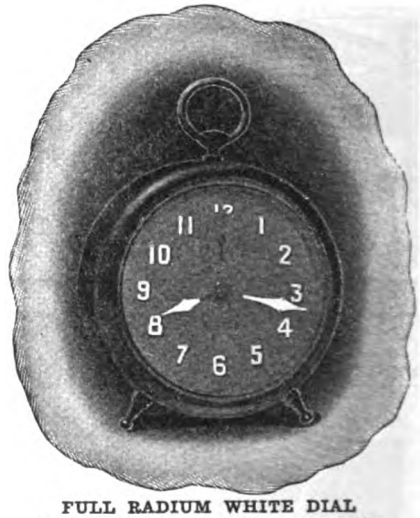
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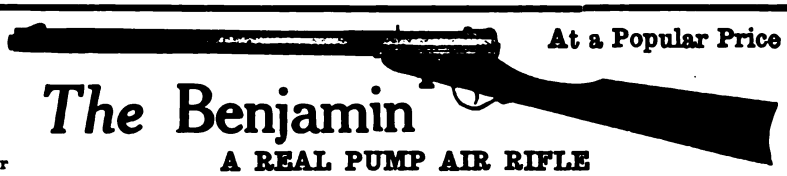
The Most Wonderful Air Rifle Ever Invented

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

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ONE STROKE OF THE PUMP AND YOU CAN SHOOT

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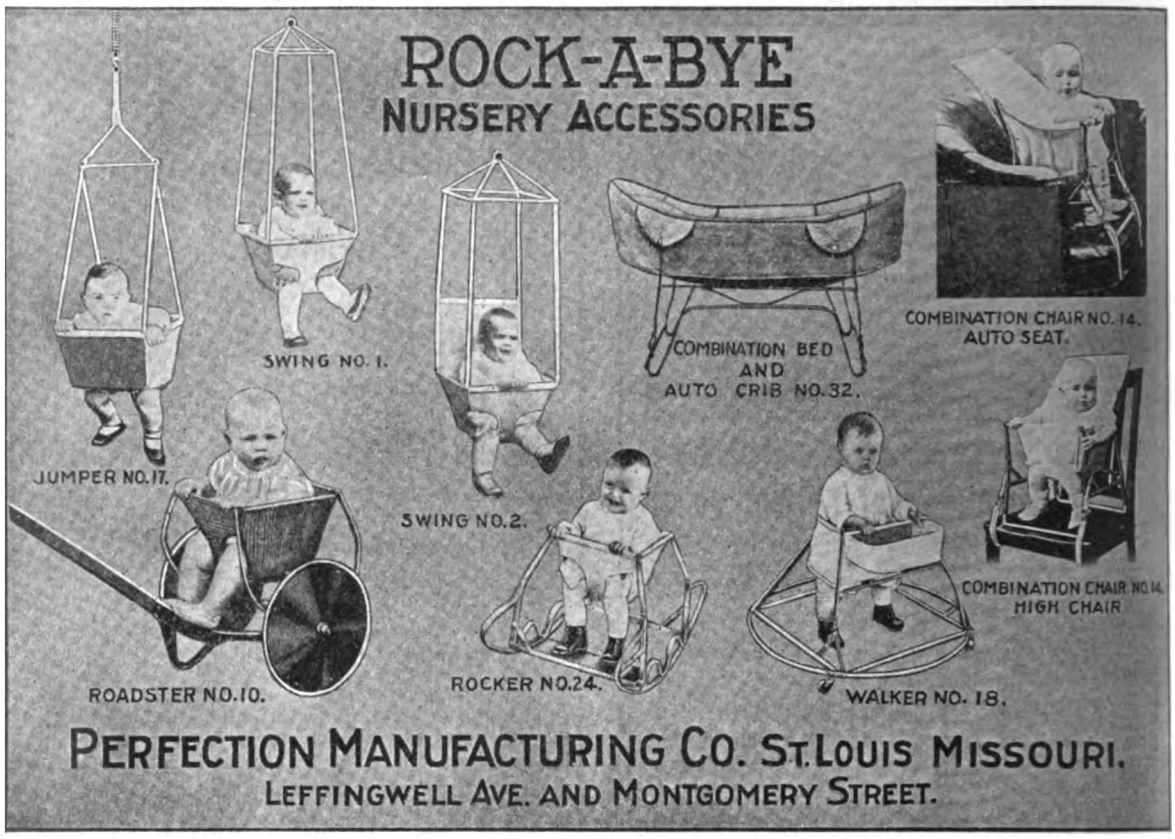
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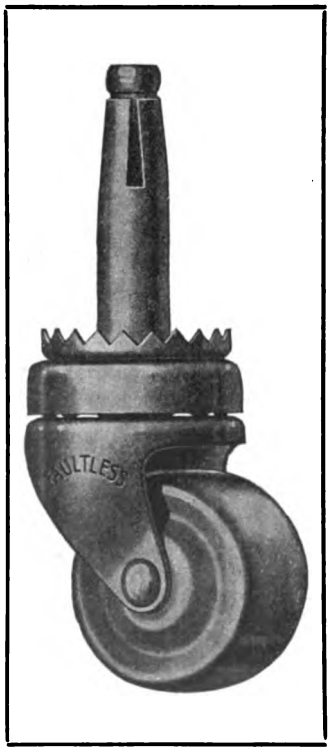
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Wiring Materials	Auto Accessories

Tires—Tubes—Ford Parts

Genuine Crank Shaft and Connecting Rod Bearings, Etc.

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Faultless
Ball-Bearing Casters

"Moves the FAULTLESS Way"



Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—mannfactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS BALL BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitæ, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

BY INVITATION MEMBER OF



Faultless Caster Company

Executive Offices

Evansville, Indiana

Eastern Sales Office: 200 Fifth Avenue, New York

Western Sales Office:
320 Market Street, San Francisco, California

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KIRKMAN ENGINEERING CORPORATION · NEW YORK · K-E



Perfect Electrical Protection

FUSE PLUGS—N.E.C.S. FUSES—AUTO FUSES
GROUND CLAMPS—PLUG CUTOUTS
ENTRANCE SWITCHES
CLEAT RECEPTACLES

K-E PRODUCTS are APPROVED and REGULARLY INSPECTED by the UNDERWRITERS LABORATORIES

PACIFIC COAST REPRESENTATIVES
J. R. O'DONNELL & CO.,
171 2nd Street, San Francisco, Cal.

STOCKS CARRIED IN LOS ANGELES AND SAN FRANCISCO





"You see them everywhere"

"Fiat Lux"—

said the Glad-'e-ate-'er when he wanted a light.

"Nitrogon"—

says the wise merchant and discriminating jobber when he wants a real lamp.

MR. DEALER: There is a jobber distributing NITROGON lamps in every principal city.

DISTRIBUTORS

Union Hardware & Metal Co.....Los Angeles
Seller Brothers & Co.....San Francisco
Pacific Woodenware & Paper Co.....Oakland
Holbrook, Merrill & Stetson.....San Francisco
M. Seller & Co.....Portland, Seattle, Spokane

NITROGON ELECTRIC CO., Factory, Newark, N. J.

LLOYD SALES AGENCY, Furniture Exchange Building, San Francisco, Pacific Coast Sales Representatives

SIOUX

Garage Tools
Ask your Jobber

Standard tools for fast, accurate work in refacing, reseating and grinding any and all size valves, also Flexible Shaft Attachment.

Albertson & Co., Manufacturers, Sioux City, Iowa

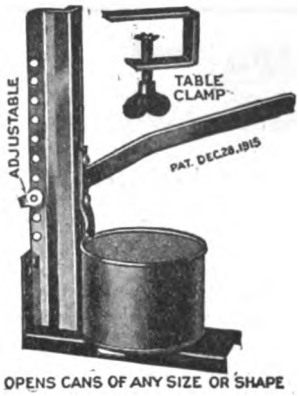
KNOWLES
AUTOMATIC STRIKER SPOON

Automatically hooks the fish the instant he strikes.



S. E. KNOWLES CO., Mfgrs, 320 Market St., San Francisco, U.S.A.
PHIL B. BEKEART CO., Pacific Coast Distributors
SOUTH BEND BAIT CO., Eastern Distributors
SOUTH BEND, INDIANA

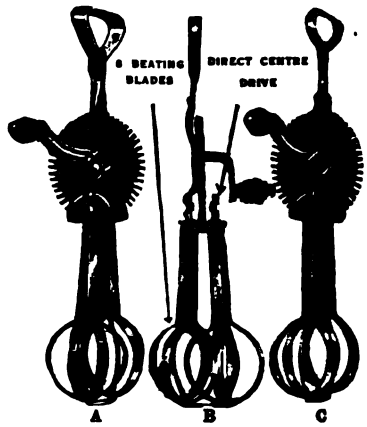
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OPENS CANS OF ANY SIZE OR SHAPE



Our Yearly Gift $200,000



AN ACTUAL FACT EASILY PROVEN. Figure it yourself. Before 1912 Egg-beaters sold chiefly for 10c. Your apparent ¾c profit an ACTUAL LOSS, considering time, wrapping, string and delivery. Highest price of any beaters, 25c. Then we offered the LADD LINE to sell for 50c and every professional in the business laughed in our faces with the senseless rejoinder — "You can't get more than 25c for an Egg-beater." Well, some merchants putting their own prices on our goods against our suggested resale, mark them 60c, 75c, 95c. And WHY? Yes, WHY? It is the QUALITY THEY FIND THEIR CUSTOMERS EAGER TO BUY. THAT QUALITY IS FOUND IN THE LADD LINE ALONE.


Ladd Mixer-Churns

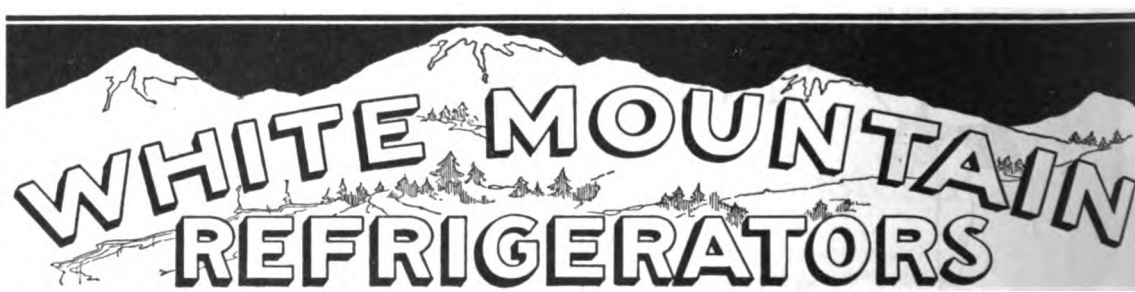
Going to discerning buyers through every store of consequence in the country, it is easy to believe we have given dealers $200,000 PROFIT this year that they would never have had except for us and in most cases against their own judgment. A YEARLY GIFT so long as you handle the LADD LINE. WE WONT SELL cheaps to produce NO PROFIT. It is just the same with many other things you sell you formerly thought must be cheap — tools, implements, utensils, etc. SEARCH OUT AND STICK TO THE MAKERS OF QUALITY GOODS. YOU ARE IN BUSINESS TODAY CHIEFLY BECAUSE OF THEM. *JOBBERS the world over and US.*



Satura Clothes-Line Reels

UNITED ROYALTIES CORPORATION, 1133 Broadway, New York

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City, Utah; Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.; Strimple & Cox, Corbett Bldg., Portland, Ore.



WHITE MOUNTAIN REFRIGERATORS have earned for themselves the universal and enthusiastic approval of that great final judge, the PUBLIC.



Protect yourselves. Protect your customers. There are many who would have less to regret had they bought a WHITE MOUNTAIN REFRIGERATOR instead of one of ordinary make.

In Over A Million Homes

Our guarantee represents over 50 years of experience. You make satisfied customers by handling the WHITE MOUNTAIN line. WHITE MOUNTAIN dealers demand and appreciate quality—and quality finds its clearest, strongest and most permanent demonstration in the WHITE MOUNTAIN.

MAINE MANUFACTURING CO. - - - Nashua, N. H.

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Something More
to help Hygrade Lamps Sell Themselves

A large window card, lithographed in eight colors, depicting a city at night, brilliant with light.

Adding selling force to the beauty of the picture is the suggestion of places where Hygrade Lamps are used — homes, office buildings, public buildings, factories, elevated roads, streets and signs — all tersely included in the words at the head of the card —

HYGRADE LAMPS
EVERYWHERE LIGHT IS NEEDED



The Hygrade Window Display, two feet high by nearly three feet wide, is furnished to all Hygrade dealers on request.

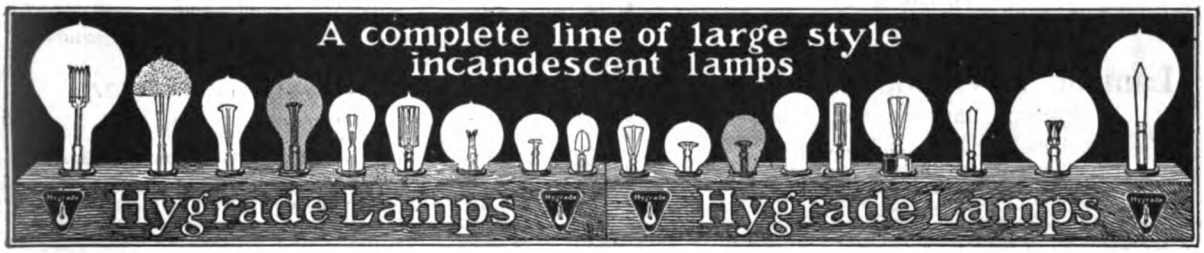
HYGRADE LAMP CO., Salem, Mass.

)MER COX, *Pacific Coast Representative*, Atlas Building, San Francisco, Cal.

WESTERN DISTRIBUTORS

Capital Electric Co., Denver, Colo. — The Beebe Co., Portland, Ore. — Baker, Hamilton & Pacific Co., San Francisco, Cal. — Heyman-Weil Co., San Francisco, Cal.

A. L. Frick Electrical Co., Los Angeles, Cal. — Seattle Hardware Co., Seattle, Wash. — Honeyman Hardware Co., Portland, Ore.



Better Business Is Coming


LIGHTNING


BLIZZARD


GEM

Be Wise In Time

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.

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Stainproof Steel Carvers

Always Klean—Easily Kept Keen



No 2 H 30 S 08

This and all other Stainproof Carvers are made up with Stainproof Steel or Nickel Plated Forks

Write for Prices on Stainproof Cutlery

Lamson & Goodnow Mfg. Co.

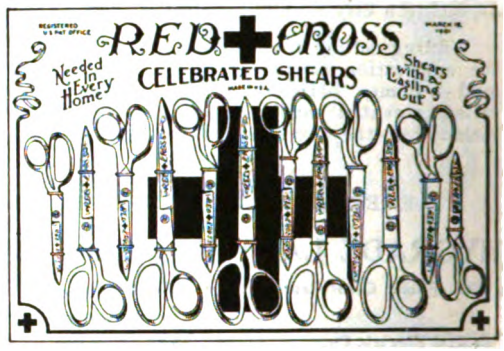
Factory: Shelburne Falls, Mass.

Pacific Coast Representatives:
MESSRS. OSGOOD & HOWELL,
Wells-Fargo Building, San Francisco, Cal.

SHEARS **Atlas** SCISSORS

CARDED ASSORTMENTS

The Shears with the Lasting Cutting Edges



We make a very complete line of Cutlery to retail from 10c to $1.00 per pair.

Our Catalog No. 19, with prices, will be sent on request.

There is a steady demand for "Atlas" Brands and you should supply the same.

WE SELL WHOLESALE TRADE ONLY

THE ATLAS SHEAR CO.

236 North Avenue - Bridgeport, Conn., U. S. A.

Pacific Coast Agts., John T. Rowntree, Inc., San Francisco
Southern Agts., Crenshaw Sales Co., St. Louis

The Ontario Knife Company, Frankiinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world

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"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"



When You Finish Your Inventory—

If you find that your "stock on hand" doesn't include any items of Gold Medal Folding Furniture, make a memorandum to order a few No. 35 Gold Medal Folding Arm Chairs, Folding Cots, Folding Tables, etc., for your 1923 trade. Or better, make up the order **at once** and enter it with us for future delivery. Folding furniture has just as legitimate a place in your store as hammocks, porch swings, and camping supplies. The profit is good and the Gold Medal line gives absolute satisfaction. It is vouched for by more than thirty years' experience in the manufacture of fine folding furniture.

Write for catalog if you do not have one in your files.

GOLD MEDAL CAMP FURNITURE MANUFACTURING CO.
1705 Packard Avenue - - - Racine, Wisconsin, U. S. A.



GOLD MEDAL
TRADE MARK REG. U.S. PAT. OFF.
FOLDING FURNITURE

FOLDING FURNITURE

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

See Our New Knife

FOR THE

Man in the Woods and Boy Scout

Patent Applied for



No. 62156

We make everything in the line of Knives for the Outdoor Man

Display It, You Sell It

You should have our Catalog — Write for it

UNION CUTLERY CO.
OLEAN, NEW YORK

THE UNION
Trade-Mark Registered

"American Made for American Trade"

THE UNION
Trade-Mark Registered

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DUALITE

The Only Lamp with the Double Filament

QUALITY WHITELITE LAMPS

From 40 to 1000 Watts



Licensed under General Electric Company's Patents

THE DUALITE will appeal to the ultimate consumer—whether it be for his home, his store, his office, or his factory because of the saving in lamp outlay accomplished at the outset and the convenience added later on. THE DUALITE will appeal to the dealer and jobber for the same reasons, plus the saving in storing space and transportation charges.

If you are a jobber, dealer or consumer, demand the DUALITE — the only lamp with two filaments, each burning full life separately and efficiently.

Made by the manufacturers of the well known WHITELITE QUALITY LAMPS.

WHITELITE ELECTRIC CO.
368-370 Broome Street, - - New York City

DUALITE

Now in 40, 60, 75, 100 and 200 Watts



The Dualite is fully protected by U. S. Patents, and is made and controlled exclusively by us.

The Superior Gas Filled Lamp with One Filament

WHITELITE



KNIVES *with a* PERSONALITY

Besides a large line of Pocket Cutlery with Stag, wood and assorted handles we make transparent handles showing pictures, names or lodge emblems, — a trade-drawing novelty.

Our advertising specialty knives bring the business to the Dealer.

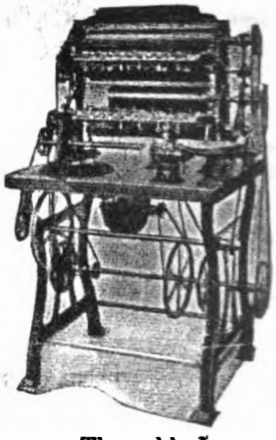
RAZORS *with* YOUR TEMPER

Razors graded and plainly marked in three temper qualities, to suit taste.

DISPLAY CASE with OPENING OFFER
QUALITY — DISTINCTION — PRICE

NOVELTY CUTLERY CO.
507 McGregor Avenue - - - Canton, Ohio

While Doing a Great Service to Humanity, You Can Make Money for Yourself



The enormous waste of money in the buying of safety razor Blades by the American Nation today, who use the finest steel blades, once, twice, three or four times and then throw them away, is simply a crime.

Hundreds of millions of blades are manufactured and thrown away every year. These blades are made of the finest steel and should be sharpened and resharpened twenty to thirty times before being thrown away.

We have six styles of the Hatfield perfect sharpening machines.

THE HYFIELD MFG. CO.
292 Church St., - - New York City

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DELAWARE HARD FIBRE

Rapidly Replacing Iron, Steel, Brass, Copper, Wood, Porcelain, Rubber, Leather, Etc

Made in Sheets, Rods, Tubes and Special Shapes. It should be used for Gears, Washers, Gaskets, Wheels, Pulleys, Bushings, etc., on account of its Durability and Dialectric Strength.

Further information and samples gladly furnished upon request.

DELAWARE HARD FIBRE COMPANY
WILMINGTON, DELAWARE

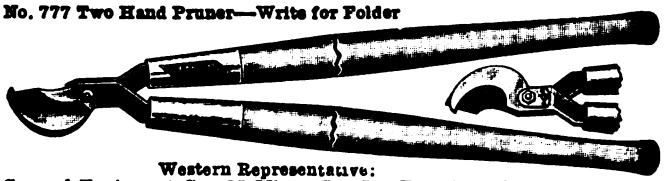
San Francisco, 216 Pine Street
Toledo, Ohio, 415 Ohio Building
Dayton, Ohio, Dayton Savings & Trust Building
Chicago, 564 West Monroe Street
Pittsburg, Pa., First National Bank Building
New York, N. Y., 50 Church Street



HARRIS & SONS
Guaranteed Hand Made Knives, Cleavers and Steels
CEDAR RAPIDS - - IOWA

For the Butcher, Hotel and Kitchen
A real tool, sharp, and ready to cut
For Catalogue and Price List write —
Witte Hardware Co., St. Louis, Mo.
M. M. Geboski, Helena, Montana.
John L. Mason, 240 East 49th St., Los Angeles, Cal.
or direct to Harris & Sons

No. 777 Two Hand Pruner—Write for Folder



Western Representative:
General Equipment Co., 25 Minna St., San Francisco, Cal.

More desirable scientific features and easier cutting qualities are combined in our Two Hand Pruner than any other single tool. Investigate our line of scientifically perfect "**Compound Lever Products.**"

Also manufacturers of Compound **Lever Snips** for metal cutting.

BARTLETT MFG. CO.
36 East Lafayette Ave., Detroit, Mich.

HIGH CLASS
Pocket Cutlery

There is a difference in Cutlery, as well as any other commodity.

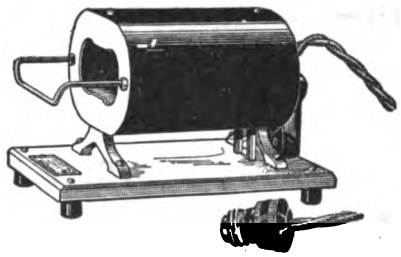
That is why we consider "**Quality**" the most important in the manufacture of our product.

Blades hardened in Coke, **tempered** on copper **plate**, and **ground by hand.**

Built and inspected by those skilled in the trade, eliminating danger of a product contrary to the standard set.

HONK FALLS KNIFE CO., Inc.
NAPANOCH, N. Y.

IT WILL PAY YOU TO SELL THIS LINE
OP-AL Electric Soldering Iron Furnaces



Made in three sizes. More reliable and useful than the electric soldering iron. Sells at a competitive price and is fully guaranteed.

Write for prices and discounts

The OP-AL ELECTRIC & MFG. CO.
36th and Kenwood, - - - Indianapolis, Ind.

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KITCHEN WIRE GOODS

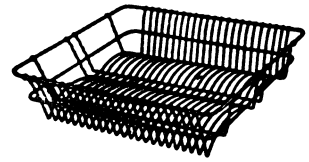
ARE USED IN EVERY HOME

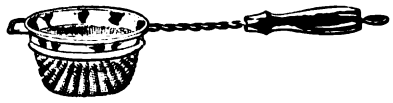
Do You Sell Your Share?

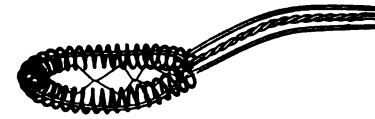


Send for Our Catalog









PACIFIC COAST REPRESENTATIVES:

San Francisco, GEO. H. ECKERT & CO.,
109 New Montgomery Street

Seattle, T. D. McLEAN,
2305 L. C. Smith Building

Los Angeles, GEO. H. ECKERT & CO.,
201 Douglass Building

UTILITY MANUFACTURING CO.

MAKERS OF

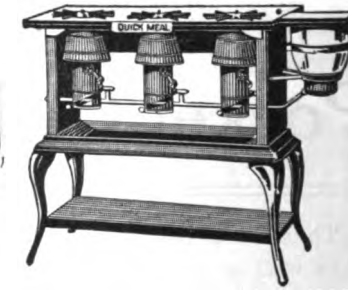
Kitchen Wire Goods

BALTIMORE - - - MARYLAND



Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 130

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

We also carry a large line of
COAL RANGES

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of
GAS RANGES

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CHATILLON SCALES

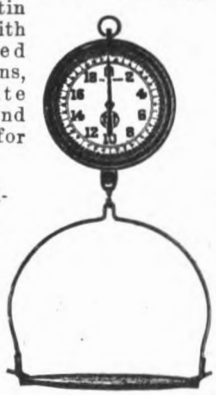
CHATILLON "RED" SCALE

Sold by
Leading Hardware Dealers



This is the scale hardware dealers sell with ease. Light in weight, strong, durable and accurate. Well adapted for home use, and excellent for service in stores or shops—anywhere a spring balance can be used.

Chatillon "Red" Scales are handsome, with their bright red, white and gold dial, and large, easily-read figures. Furnished with round or square tin pan and chains, with tin or galvanized scoop and chains, with folding white enameled pan and bows. A style for every need.



Its extremely moderate price makes it a sure seller with resulting profits to the dealer.

Ask your jobber for prices and full information

85-99 Cliff Street · New York City, N. Y.

JOHN CHATILLON & SONS
New York U.S.A.



"John! I'm Tired of Cleaning This Old Lantern! You Need a New One!"

THE striking picture illustrated above, in larger size, will be seen by 3,000,000 farm families in a forthcoming Dietz advertisement.

Dietz Lantern Replacement Campaign, now starting in National Farm Periodicals, aims to send old, worn out lanterns into limbo and put new lanterns in their places.

This National advertising to your customers will send them into your store for new Dietz Lanterns. Timely displays on your part will help to make this your banner year for lantern sales.

Let your Jobber stock you adequately with Dietz Lanterns! You will need them!



R. E. DIETZ COMPANY
NEW YORK

Largest Makers of Lanterns in the World

FOUNDED 1840

Your Jobber Stocks DIETZ Lanterns

DIETZ
No. 2 "D-LITE"
LANTERN

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Repeaters



You can't make a second sale unless the first purchase has satisfied. Husky ashcans and sturdy garbage pails that bear the Yellow Label.

WITT
CORRUGATED
Substantial Sanitary Safe

can be depended upon. That's why the user comes back for more. The label tells the story.

Substantial heavy corrugated sheet steel, re-inforced by heavy iron bands, that stands up under extra hard usage.

Sanitary . . close fitting lids and the hot dip galvanizing process that keeps all seams sealed.

Safe . . . . . positive fire protection.

Insure repeat orders by demanding of your jobber the Witt Yellow Labeled line.

FOR SALE ON THE PACIFIC COAST BY

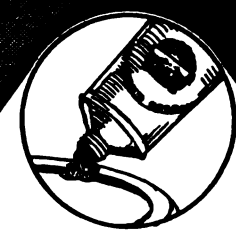
Baker, Hamilton & Pacific Co. . . . . San Francisco
Dohrmann Commercial Co. . . . . San Francisco
Dunham, Carrigan & Hayden Co. . . . . San Francisco
Heyman-Weil Co. . . . . San Francisco
Holbrook, Merrill & Stetson, Inc. . . . . San Francisco
Mangrum & Otter, Inc. . . . . San Francisco
Seller Bros. & Co. . . . . San Francisco
Whiton Hardware Co. . . . . Seattle, Wash.
J. Bornstein & Sons, Inc. . . . . Seattle, Wash.
Schwabacher Hardware Company . . . . . Seattle, Wash.
Seattle Hardware Company . . . . . Seattle, Wash.
Thomson-Diggs Co. . . . . Sacramento
M. Seller & Co. . . . . Portland, Seattle, Spokane
Honeyman Hardware Co. . . . . Portland

THE WITT CORNICE COMPANY
CINCINNATI, OHIO

Also makers of the lighter weight Brighton line of cans and pails. Write for quotations.



The Yellow Label Means "Quality"



Mends Every Metal

This 25c tube of Hercules "Cold Soder" is guaranteed to mend every metal leak permanently and the "cold sodered" spots will withstand terrific heat.

Hercules easily mends pots, pans, pails, boilers, plumbing, radiators, aluminum and even granite ware. Simply press the semi-liquid into the leak and let stand until hard. No heat nor tools required.

Order a carton (24 tubes) from your jobber.

HERCULES MANUFACTURING CO., Council Bluffs, Ia.

JNO. H. GRAHAM & CO.,
113 Chambers Street, New York,
Eastern Sales Representative.

HERCULES
"Cold Soder"

SWEDISH TOOLS are noted for their durability





"BANKO" SCYTHES are the best Swedish scythes made. They are made of three steel layers, two soft and one hard, which have been forged and drawn out by hammering. They are warranted to hold their cutting edge and are perfectly balanced. Cutting edge is polished, all other parts forged black finish and oiled. Will fit any American Snath.

☆SSA☆

A BETTER TOOL MAKES A BETTER MECHANIC. SSA pliers represent the highest possible quality and may—for strength, durability and elegant finish—be considered in a class by themselves. Model pictured is No. 25 combination pliers, extra strongly made with riveted joints. Comes with metal or rubber insulated handles.

— SOLD BY —

SCANDINAVIAN-WESTERN IMPORTING CO., LTD.
116 Broad Street, New York City

WESTERN IMPORTING COMPANY
509 East Hennepin Avenue - - - Minneapolis, Minn.

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No more marred floors!

You can now sell a scrubbing pail that leaves no trail

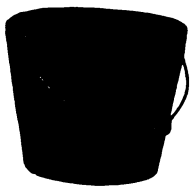


THE "Fibrotta" Pail never mars or scratches. It can't because it is made of indurated fibre by a special process. "Fibrotta" pails are the only ones that are both seamless and do not require hoops.

Some special features are —

1. **Seamless—Fibrotta cannot leak**
2. **Made of indurated fibre—Cannot rust**
3. **No hoops to come loose and fall off or rust**
4. **No metal to scratch or mar**
5. **Easy to clean as wiping a china dish**
6. **No seams or cracks to gather filth**
7. **Lighter and stronger than wood**
8. **No varnish or paint to wear off**
9. **No unsightly dents. Retains original appearance**
10. **Practically noiseless. No clatter or bang to cause annoyance.**

There are records of "Fibrotta" pails in use from 19 to 21 years. There are any number in use from ten to fifteen years and still doing duty. Find any other pail that can show a record even approaching 50% as near such records in service under normal conditions of every day use.



You can sell these pails in large numbers to hotels, homes, farms, offices, hospitals, institutions, etc. Write us for prices on "Fibrotta" pails and the name of nearest jobber. Address: Cordley & Hayes, 25 Leonard Street, New York City.

Fibrotta



The

"FRIAR"

combines in one the ideal advantages that the housewife wants in a frying pan —

Thick steel shell that assures even cooking heat.

Lightness to afford ease in handling.

Cold handle to avoid necessity of pads or cloths in handling.

Made of extra heavy gauge steel, highly polished, the **"Friar"** comes in five sizes, nine to thirteen inches, numbered from seven to eleven.

—

WHEELING CORRUGATING COMPANY

Wheeling, W. Va.

STORES:

New York	Kansas City
Philadelphia	Minneapolis
Chicago	Chattanooga
St. Louis	Richmond

—

Oval Oak and Crescent Roasters
Fry Pans, Spiders, Griddles, Portable Ovens, Cake Pans, Drip Pans, Galvanized Tubs and Pails

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What Twelve Years Will Do For Your Store

IT will have given you a chance to learn of the merits or de-merits of certain makes of refrigerators. You learn in a dozen years whether or not you have been selling a satisfactory product. And we know from twelve years' actual selling that the

MONARCH REFRIGERATOR

(Name registered U. S. Patent Office)

will give to you, as it has to us, that degree of satisfaction that comes from selling Quality merchandise. We have never had more real pleasure from selling any product.

PLACE ORDERS NOW

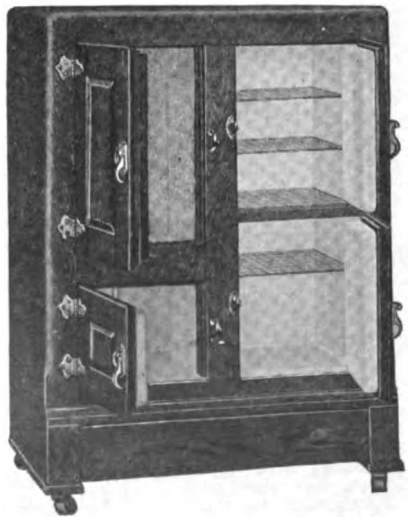
The factory representative has informed us of scarcity of coal and labor at the factory, of unsettled conditions and trying times. It means that the factories are not producing the quantities that should be produced. It means also that the merchant who studies future profits, should place his orders at this time to be assured of receiving the goods, and also to receive the benefit of a material concession in prices.

PRICE IS RIGHT

We ask a comparison of THE MONARCH with any other high-grade refrigerator and then you'll see that our prices are just a little better.

ICE CAPACITY

When someone begins to talk ice capacity to you, be sure you secure the actual measurements of the box. The term "ice capacity" is much overworked and the measurements of the Refrigerator should be considered instead.



We will gladly submit literature and any other information to those live dealers interested in more sales and bigger profits. Address us today.

Union Hardware & Metal Co.

Distributors

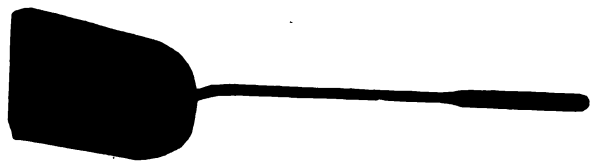
411 East First Street - - Los Angeles, Cal.

MONARCH REFRIGERATOR WORKS
Burlington, Vermont

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"It Was New Last Year But It Is the Standard Fire Shovel Now"

The "NEVERBREAK"



The extraordinary merit of the "NEVERBREAK" Fire Shovel made it in one year the recognized leader of all Fire Shovels.

This Solid Forged Steel Shovel quickly convinced the Public that it was a money-saver, and its steadily increasing sale proves that there is always a market for an article that gives complete satisfaction.

Made with Handles 10, 16 and 20 inches long. Blade on all sizes 5½x8 inches.

Every purchaser of a "NEVERBREAK" is a salesman for your Store.

Can be secured at all leading Jobbers, or write us direct for prices.

MADE ONLY BY

THE UNION FORK & HOE CO. - Columbus, Ohio

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel Steel*) *Ware*

El-an-Ge Enameled Ware

and

Pearl-Agate
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New York Chicago Boston San Francisco

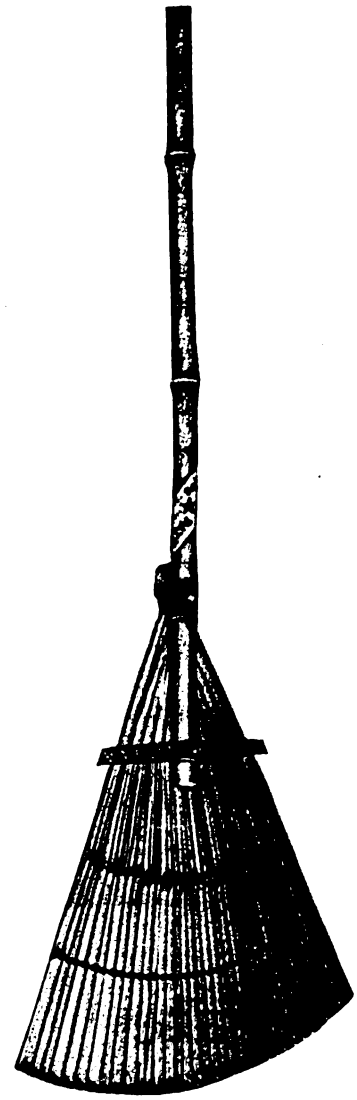
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You Need this Bamboo Rake for Fall Trade

At least 50 to 100 of them. Many dealers will sell 500 to 1000 or more.

Only Practical Rake made for Lawns — Never clogs.

ASK FOR SAMPLE — FREE TO DEALERS AND JOBBERS



Absolutely the Best and Cheapest Lawn Rake made.

Conforms to the unevenness of the ground—Securely made with bolts and well braced.

40,000 Sold every month.

Light, Durable, Easy to Handle. Saves Time and Labor, and a good Profit for the Dealer.

So confident are we that your customer will buy these Bamboo Rakes on sight that we will send a

Sample Free to any Dealer or Jobber.

If your jobber can't supply you, write the Manufacturers Direct.

ADDRESS NEAREST OFFICE

TSUCHIYA TRADING CO.

321 Bankers Investment Bldg. San Francisco

Manufacturers

1220 Boatmen's Bank Bldg. St. Louis, Mo.

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PETERS
New High Velocity Shot Shells

Loaded **only** with guaranteed brands of standard American powder, kind and quantity plainly marked on case, carton and shell.

With (P)eters "Steel Where Steel Belongs" head construction, combined with Peters superior wadding, primers designed to give proper results with standard guaranteed powders, and last but not least, (P)eters exclusive method of loading, insuring absolutely uniform loads, and therefore uniform results, we are able to announce the addition to our present standard list of Target and High Gun grade shells the following "High Velocity" loads:

12 Gauge

3½ drs. or 28 grs.—1⅛ oz.
2, 4, 5, 6, 7 shot. Both soft and chilled.

3½ drs. or 28 grs.—1¼ oz.
2, 4, 5, 6, 7 shot. Both soft and chilled.

16 Gauge

2¾ drs. or 22 grs.—1 oz.
4, 5, 6, 7, 8 shot. Both soft and chilled.

2¾ drs. or 22 grs.—1⅛ oz.
4, 5, 6, 7, 8 shot. Both soft and chilled.

20 Gauge

2½ drs. or 20 grs.—1 oz.
4, 5, 6, 7, 8 shot. Both soft and chilled.

In adding these "High Velocity" loads to our present list of the above named shells, we are not forced to load powders which are neither recommended nor guaranteed by the manufacturer of such powders, nor are we compelled to depart in any way from usual methods of placing same before the consuming public. These loads are added to our list to meet a real demand from discerning users for a really "High Velocity" load, using the same powders as are used in other loads and marked in such a manner as to make it possible for users to know what they get.

There is nothing mysterious about (P)eters loads.
You get what you want and know what you get.

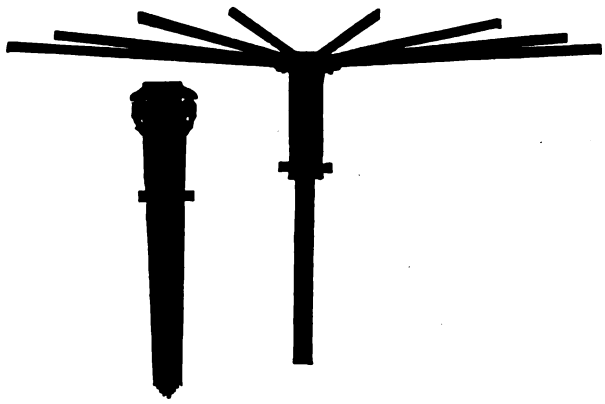
THE PETERS CARTRIDGE COMPANY
New York Cincinnati, Ohio San Francisco

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The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

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845 Monadnock Bldg.,
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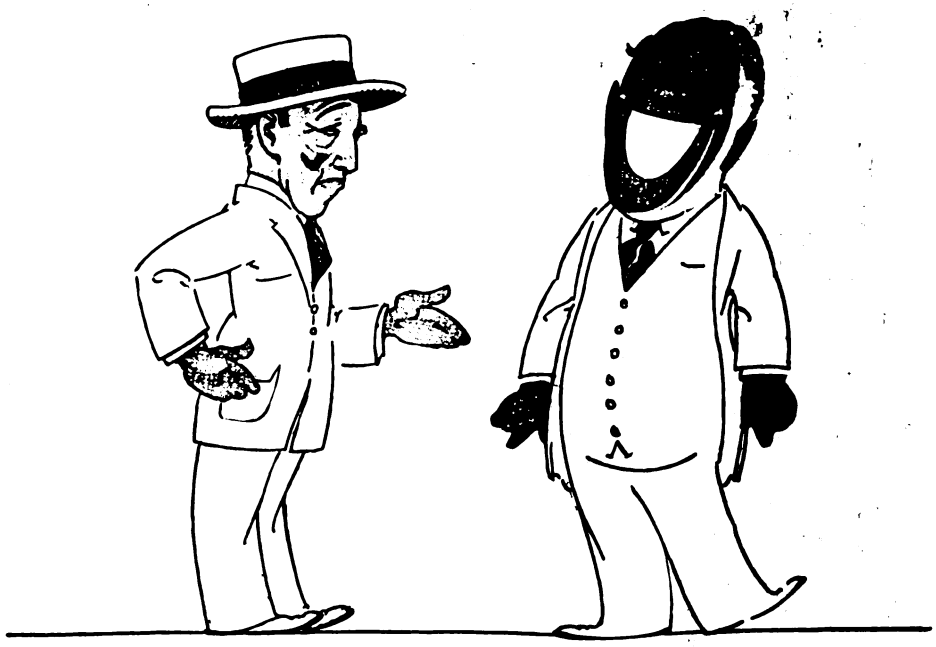
R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

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Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.

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The live hardware dealer says:

"Have You Met This Fellow?

"He breezes in and asks for garden hose — 'A cheap sort that will last through one season.'

"There's no such thing as one season garden hose. A hose which you can honestly sell to last the season through is likely to last for several more.

"The man who asks for one season hose is the man that comes back yelling that you misunderstood him — he bought garden hose and not a colander.

"Human nature is peculiar. It is safer for the merchant to sell only those qualities of goods that will give satisfactory service.

"— such as our standard brands of 5/8ths hose — BULL DOG, GOOD LUCK and MILO."

BOSTON
WOVEN HOSE &
RUBBER CO.
Cambridge, Mass.

The largest hose manufacturers in the world. Makers of the famous BULL DOG, GOOD LUCK and MILO brands of garden hose. Also makers of GOOD LUCK Jar Rings.

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Hardware World

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Volume XVII DECEMBER :: 1922 Number 12

The Season of Open Hearts

I HAVE always thought of Christmas time as a good time, a kind, forgiving, charitable, pleasant time; the only time I know of, in the long calendar of the year when men and women seem by one consent to open their shut-up hearts freely and to think of people as if they were really fellow passengers to the grave and not another race of creatures bound on other journeys and therefore I say, God bless it.

—Charles Dickens

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building Broadway and Olive, St. Louis | Bankers Investment Building, San Francisco. | 388 Taylor St. Portland, Ore. | 1326 First National Bank Bldg. Chicago | 105 S. Houston St. Dallas, Texas

502 Higgins Bldg. Los Angeles | Pioneer Building Seattle, Wash. | 204 Scott Bldg. Salt Lake, Utah | 220 Pacific Bldg. Vancouver, B. C., Can.

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How Much Should Your Salesmen Sell?

AS A GUIDE to the merchant who wishes to know the average data in connection with the employing and remuneration of men, the figures given below may be considered valuable. They were compiled from data furnished by the Harvard Bureau of Business Research and other retail research organizations.

In the hardware stores, representative of this business in the United States, the figures on items of expense are:

Rent, 3.41 per cent.
Salaries, 10.11 per cent.
Advertising, 1.12 per cent.
Heat and light, .43 per cent.
Delivery, .91 per cent.
Supplies, .6 per cent.
Insurance and taxes, .99 per cent.
General expenses, 2.01 per cent.
Depreciation and shrinkage, .52 per cent.
Bad debts, .31 per cent.

Percentages of total expenses to sales, 20.41 per cent.

For Example

Suppose that a salesman in a hardware store is receiving $25 a week. The proprietor wants to know how much that man should be selling to justify his pay. The chart given above will aid greatly in solving that problem.

Referring to the figures given above, it will be seen that salary expense is 10.11 per cent of the sales. The row of figures at the top represent the salesman's weekly wages. Follow across to the column headed "$25," and then down that column to the nearest figure to 10.11 per cent, which in this instance proves to be 10.9 per cent.

Now follow that horizontal line back to the left, and it will be seen that this man should average at least $230 sales a week. Under that amount, he is a detriment to the business, and should be coached up to the point where he can make his quota or be removed.

Is He Paid Too Highly?

Let us suppose now that a hardware man wants to know whether the salaries he pays are above or below the average paid over the entire country. A man is drawing $30 a week and his sales average $250 a week.

Again referring to the large chart, locate in the column headed $30 the figure directly opposite the amount $250 shown in the left hand column headed "Clerk's Weekly Sales." This figure is found to be 12 per cent, and is therefore more than the average paid to clerks who sell $250 worth of goods a week. This man is, then, being overpaid for what he is doing, as the average should not be more than 10.11 per cent.

The salary average in the furniture business is 9.73 per cent, so if there is a furniture department in connection with the hardware store, figures for the employes in that department should be based on this percentage.

You will find these tables extremely interesting and instructive, besides being useful in working out the problems connected with this part of the business.

Clerks' Weekly Sales	Clerks' Weekly Salaries																																
	$10	10½	11	11½	12	12½	13	13½	14	14½	15	16	17	17½	18	19	20	21	22	22½	23	24	25	26	27	27½	28	29	30	32½	35	37½	40	42½	45	47½	50
$100	10.0	10.5	11.0	11.5	12.0	12.5	13.0	13.5	14.0	14.5	15.0	16.0	17.0	17.5	18.0	19.0	20.0	21.0	22.0	22.5	23.0	24.0	25.0	26.0	27.0	27.5	28.0	29.0	30.0	32.5	35.0	37.5	40.0	42.5	45.0	47.5	50.0
110	9.1	9.6	10.0	10.5	10.9	11.4	11.8	12.3	12.7	13.2	13.6	14.6	15.5	15.9	16.4	17.3	18.2	19.1	20.0	20.5	20.9	21.8	22.7	23.6	24.6	25.0	25.5	25.4	27.3	29.6	31.8	34.1	36.4	38.6	40.9	43.2	45.5
120	8.3	8.8	9.2	9.6	10.0	10.4	10.8	11.3	11.7	12.1	12.5	13.3	14.2	14.6	15.0	15.8	16.7	17.5	18.3	18.8	19.2	20.0	20.8	21.7	22.5	22.9	23.3	24.2	25.0	27.1	29.2	31.3	33.3	35.4	37.5	39.6	41.7
130	7.7	8.1	8.5	8.9	9.2	9.6	10.0	10.4	10.8	11.2	11.5	12.3	13.1	13.5	13.9	14.6	15.4	16.2	16.9	17.3	17.7	18.5	19.2	20.0	20.8	21.2	21.5	22.3	23.1	25.0	26.9	28.9	30.8	32.7	34.6	36.5	38.5
140	7.1	7.5	7.9	8.2	8.6	8.9	9.3	9.6	10.0	10.4	10.7	11.4	12.1	12.5	12.9	13.6	14.3	15.0	15.7	16.1	16.4	17.1	17.9	18.6	19.3	19.6	20.0	20.7	21.4	23.2	25.0	26.8	28.6	30.4	32.1	33.9	35.7
150	6.7	7.0	7.3	7.7	8.0	8.3	8.7	9.0	9.3	9.7	10.0	10.7	11.3	11.7	12.0	12.7	13.3	14.0	14.7	15.0	15.3	16.0	16.7	17.3	18.0	18.3	18.7	19.3	20.0	21.7	23.3	25.0	26.7	28.3	30.0	31.7	33.3
160	6.3	6.6	6.9	7.2	7.5	7.8	8.1	8.4	8.8	9.1	9.4	10.0	10.6	10.9	11.3	11.9	12.5	13.1	13.8	14.1	14.4	15.0	15.6	16.3	16.9	17.2	17.5	18.1	18.8	20.3	21.9	23.4	25.0	26.6	28.1	29.7	31.3
170	5.9	6.2	6.5	6.8	7.1	7.4	7.7	7.9	8.2	8.5	8.8	9.4	10.0	10.3	10.6	11.2	11.8	12.4	12.9	13.2	13.5	14.1	14.7	15.3	15.9	16.2	16.5	17.1	17.7	19.1	20.6	22.1	23.5	25.0	26.5	27.9	29.4
180	5.6	5.8	6.1	6.4	6.7	6.9	7.2	7.5	7.8	8.1	8.3	8.9	9.4	9.7	10.0	10.6	11.1	11.7	12.2	12.5	12.8	13.3	13.9	14.4	15.0	15.3	15.6	16.1	16.7	18.1	19.4	20.8	22.2	23.6	25.0	26.4	27.8
190	5.3	5.5	5.8	6.1	6.3	6.6	6.8	7.1	7.4	7.6	7.9	8.4	9.0	9.2	9.5	10.0	10.5	11.1	11.6	11.8	12.1	12.6	13.2	13.7	14.2	14.5	14.7	15.3	15.8	17.1	18.4	19.7	21.1	22.4	23.7	25.0	26.3
200	5.0	5.3	5.5	5.8	6.0	6.3	6.5	6.8	7.0	7.3	7.5	8.0	8.5	8.8	9.0	9.5	10.0	10.5	11.0	11.3	11.5	12.0	12.5	13.0	13.5	13.8	14.0	14.5	15.0	16.3	17.5	18.8	20.0	21.3	22.5	23.8	25.0
210	4.8	5.0	5.2	5.5	5.7	6.0	6.2	6.4	6.7	6.9	7.1	7.6	8.1	8.3	8.6	9.1	9.5	10.0	10.5	10.7	11.0	11.4	11.9	12.4	12.9	13.1	13.3	13.8	14.3	15.5	16.7	17.9	19.1	20.2	21.4	22.6	23.8
220	4.6	4.8	5.0	5.2	5.5	5.7	5.9	6.1	6.4	6.6	6.8	7.3	7.7	8.0	8.2	8.6	9.1	9.6	10.0	10.2	10.5	10.9	11.4	11.8	12.3	12.5	12.7	13.2	13.6	14.8	15.9	17.1	18.2	19.3	20.5	21.6	22.7
230	4.4	4.6	4.8	5.0	5.2	5.4	5.7	5.9	6.1	6.3	6.5	7.0	7.4	7.6	7.8	8.3	8.7	9.1	9.6	9.8	10.0	10.4	10.9	11.3	11.7	12.0	12.2	12.6	13.0	14.1	15.2	16.3	17.4	18.5	19.6	20.7	21.7
240	4.2	4.4	4.6	4.8	5.0	5.2	5.4	5.6	5.8	6.0	6.3	6.7	7.1	7.3	7.5	7.9	8.3	8.8	9.2	9.4	9.6	10.0	10.4	10.8	11.3	11.5	11.7	12.1	12.5	13.5	14.6	15.6	16.7	17.7	18.8	19.8	20.8
250	4.0	4.2	4.4	4.6	4.8	5.0	5.2	5.4	5.6	5.8	6.0	6.4	6.8	7.0	7.2	7.6	8.0	8.4	8.8	9.0	9.2	9.6	10.0	10.4	10.8	11.0	11.2	11.6	12.0	13.0	14.0	15.0	16.0	17.0	18.0	19.0	20.0
260	3.9	4.0	4.2	4.4	4.6	4.8	5.0	5.2	5.4	5.6	5.8	6.2	6.5	6.7	6.9	7.3	7.7	8.1	8.5	8.7	8.9	9.2	9.6	10.0	10.4	10.6	10.8	11.2	11.5	12.5	13.5	14.4	15.4	16.4	17.3	18.3	19.2
270	3.7	3.9	4.1	4.3	4.4	4.6	4.8	5.0	5.2	5.4	5.6	5.9	6.3	6.5	6.7	7.0	7.4	7.8	8.2	8.3	8.5	8.9	9.3	9.6	10.0	10.2	10.4	10.7	11.1	12.0	13.0	13.9	14.8	15.7	16.7	17.6	18.5
280	3.6	3.8	3.9	4.1	4.3	4.5	4.6	4.8	5.0	5.2	5.4	5.7	6.1	6.3	6.4	6.8	7.1	7.5	7.9	8.0	8.2	8.6	8.9	9.3	9.6	9.8	10.0	10.4	10.7	11.6	12.5	13.4	14.3	15.2	16.1	17.0	17.9
290	3.5	3.6	3.8	4.0	4.1	4.3	4.5	4.7	4.8	5.0	5.2	5.5	5.9	6.0	6.2	6.6	6.9	7.2	7.6	7.8	7.9	8.3	8.6	9.0	9.3	9.5	9.7	10.0	10.3	11.2	12.1	12.9	13.8	14.7	15.5	16.4	17.2
300	3.3	3.5	3.7	3.8	4.0	4.2	4.3	4.5	4.7	4.8	5.0	5.3	5.7	5.8	6.0	6.3	6.7	7.0	7.3	7.5	7.7	8.0	8.3	8.7	9.0	9.2	9.3	9.7	10.0	10.8	11.7	12.5	13.3	14.2	15.0	15.8	16.7
325	3.1	3.2	3.4	3.5	3.7	3.9	4.0	4.2	4.3	4.5	4.6	4.9	5.2	5.4	5.5	5.9	6.2	6.5	6.8	6.9	7.1	7.4	7.7	8.0	8.3	8.5	8.6	8.9	9.2	10.0	10.8	11.5	12.3	13.1	13.9	14.6	15.4
350	2.9	3.0	3.1	3.3	3.4	3.6	3.7	3.9	4.0	4.1	4.3	4.6	4.9	5.0	5.1	5.4	5.7	6.0	6.3	6.4	6.6	6.9	7.1	7.4	7.7	7.9	8.0	8.3	8.6	9.3	10.0	10.7	11.4	12.1	12.9	13.6	14.3
375	2.7	2.8	2.9	3.1	3.2	3.3	3.5	3.6	3.7	3.9	4.0	4.3	4.5	4.7	4.8	5.1	5.3	5.6	5.9	6.0	6.1	6.4	6.7	6.9	7.2	7.3	7.5	7.7	8.0	8.7	9.3	10.0	10.7	11.3	12.0	12.7	13.3
400	2.5	2.6	2.8	2.9	3.0	3.1	3.3	3.4	3.5	3.6	3.8	4.0	4.3	4.4	4.5	4.8	5.0	5.3	5.5	5.6	5.8	6.0	6.3	6.5	6.8	6.9	7.0	7.3	7.5	8.1	8.8	9.4	10.0	10.6	11.3	11.9	12.5
425	2.4	2.5	2.6	2.7	2.8	2.9	3.1	3.2	3.3	3.4	3.5	3.8	4.0	4.1	4.2	4.5	4.7	4.9	5.2	5.3	5.4	5.6	5.9	6.1	6.4	6.5	6.6	6.8	7.1	7.6	8.2	8.8	9.4	10.0	10.6	11.2	11.8
450	2.2	2.3	2.4	2.6	2.7	2.8	2.9	3.0	3.1	3.2	3.3	3.6	3.8	3.9	4.0	4.2	4.4	4.7	4.9	5.0	5.1	5.3	5.6	5.8	6.0	6.1	6.2	6.4	6.7	7.2	7.8	8.3	8.9	9.4	10.0	10.6	11.1
475	2.1	2.2	2.3	2.4	2.5	2.6	2.7	2.8	2.9	3.1	3.2	3.4	3.6	3.7	3.8	4.0	4.2	4.4	4.6	4.7	4.8	5.1	5.3	5.5	5.7	5.8	5.9	6.1	6.3	6.8	7.4	7.9	8.4	8.9	9.5	10.0	10.5
500	2.0	2.1	2.2	2.3	2.4	2.5	2.6	2.7	2.8	2.9	3.0	3.2	3.4	3.5	3.6	3.8	4.0	4.2	4.4	4.5	4.6	4.8	5.0	5.2	5.4	5.5	5.6	5.8	6.0	6.5	7.0	7.5	8.0	8.5	9.0	9.5	10.0
525	1.9	2.0	2.1	2.2	2.3	2.4	2.5	2.6	2.7	2.8	2.9	3.0	3.2	3.3	3.4	3.6	3.8	4.0	4.2	4.3	4.4	4.6	4.8	5.0	5.1	5.2	5.3	5.5	5.7	6.2	6.7	7.1	7.6	8.1	8.6	9.0	9.5
550	1.8	1.9	2.0	2.1	2.2	2.3	2.4	2.5	2.5	2.6	2.7	2.9	3.1	3.2	3.3	3.5	3.6	3.8	4.0	4.1	4.2	4.4	4.5	4.7	4.9	5.0	5.1	5.3	5.5	5.9	6.4	6.8	7.3	7.7	8.2	8.6	9.1
575	1.7	1.8	1.9	2.0	2.1	2.2	2.3	2.3	2.4	2.5	2.6	2.8	3.0	3.0	3.1	3.3	3.5	3.7	3.8	3.9	4.0	4.2	4.3	4.6	4.7	4.8	4.9	5.0	5.2	5.7	6.1	6.5	7.0	7.4	7.8	8.3	8.7
600	1.7	1.7	1.8	1.9	2.0	2.1	2.2	2.2	2.3	2.4	2.5	2.7	2.8	2.9	3.0	3.2	3.3	3.5	3.7	3.7	3.8	4.0	4.2	4.3	4.5	4.6	4.7	4.8	5.0	5.4	5.8	6.2	6.7	7.1	7.5	7.9	8.3

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INDORSES HARDWARE WORLD STAND

"I heartily endorse your efforts to induce business men to take a wider and more active interest in public affairs. It is not only a constitutional privilege but it is a responsibility and duty which they owe their country.

"If business men will not sacrifice something of their time and money and business ambitions to the public welfare, other men less qualified by training and ideals will fill public office and the merchant or manufacturer will suffer great loss through adverse legislation and raids upon the public treasury, which he has to meet by taxation.

"I trust you will continue to impress this point upon your readers and do all you can to make this a government of all of the people instead of government for an organized minority, a class, or of practical politicians."

CHARLES L. UNDERHILL,
Member of Congress for Massachusetts.

When down on your luck, get up on your pluck.

Not only the currency but the heads in Russia need deflation.

Misfortunes sit lightly upon the young, which may be the reason they are young.

The power of a steam engine doesn't lie in its whistle or the steam it blows off. Same with you.

A man may not know what is good for him, but he doesn't want anybody else to tell him what's good for him.

A business man sometimes likes to be known as hard-headed, but he'd get pretty sore of you called him bone-headed.

A man ought to be too big or too little for his job. If he's too big, he'll get out and amount to something more—if too little, he ought to give somebody else a chance to amount to something more.

YOU, YOUNG BUSINESS MAN, who think you have a "hard time," or think you haven't been advanced as rapidly as you deserve, or that the future holds little of promise where you now are, turn to page 101 and read the romantic story of H. B. Sterling. Every word of it is true. Perhaps he thought many times just as you do sometimes, but he had the "stick-to-it-ive-ness—the determination to win and overcome obstacles." Now he can look back with satisfaction that he had just such trials, and that he did have to work and work hard. This should be an incentive to spur you on your determination to make a success of your life, also.

The woman who is proud of her "ailments" seldom has anything else to be proud of.

Don't be discouraged because somebody tells you that "fame is fleeting." Just ask him what isn't.

The beautiful thing about feeling superior to those around you is that they feel just as superior to you.

A hundred thousand little things are always troubling the little fellows. The big fellows have no time for little things.

Under normal circumstances the relation between income and outgo is the exact relation between sense and the lack of it.

Everybody knows that if he were rich he would be generous, which is what makes it so strange that so many rich folks are not.

Nearly everybody knows he could write a book about his home town that would wake it up, but he couldn't. Home towns don't wake up.

Emma Goldman wants to return to this country. She wants to give a few up-to-date pointers to the foreign ladies who throw red pepper in the eyes of the officers of the law.

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When Nature Wants a Man

(By Angela Morgan)

When Nature wants to drill a man
And thrill a man
And still a man;
When Nature wants to mold a man
To play the noblest part;
When she yearns with all her heart
To create so great and bold a man
That all the world shall praise—
Watch her methods watch her ways!
How she ruthlessly perfects
Whom she royally elects,
How she hammers him and hurts him
And with mighty blows converts him
Into trial shapes of clay which only Nature understands,
While his tortured heart is crying and he lifts beseeching hands!
How she bends but never breaks
When his good she undertakes
How she uses whom she chooses
And with every purpose fuses him,
By every art induces him
To try his splendor out—
Nature knows what she's about!

* * * * *

When Nature wants to take a man
And shake a man
And wake a man;
When Nature wants to make a man
To do the Father's will;
When she tries with all her skill
And she yearns with all her soul
To create him large and whole . . .
With what cunning she prepares him!
How she goads, and never spares him,
How she whets him and she frets him
And in poverty begets him . . .
How she often disappoints
Whom she sacredly anoints;
With what wisdom she will hide him,
Never minding what betide him.
Though his genius sob with slighting and his pride may not forget!
Bids him struggle harder yet.
Makes him lonely
So that only
God's high messages shall reach him,
So that she may surely teach him
What the Hierarchy planned;
Though he may not understand,
Gives him passions to command!
How remorselessly she spurs him,
With terrific ardor stirs him,
When she poignantly prefers him!

* * * * *

When Nature wants to name a man
And tame a man
And fame a man;
When Nature wants to shame a man
To do his heavenly best . . .
When she tries the highest test
That her reckoning can bring—
When she wants a god or king!
How she reins him and restrains him
So his body scarce contains him,
While she fires him
And inspires him!
Keeps him yearning, ever burning,
For a tantalizing goal—
Lures and lacerates his soul.
Sets a challenge for his spirit,
Draws it higher when he's near it—
Makes the jungle, that he clear it;
Makes the desert, that he fear it and subdue it if he can—
So doth Nature make a man . . .
Then, to test his spirit's wrath
Hurls a mountain in his path—
Puts the bitter choice before him
And relentlessly stands o'er him,
"Climb, or perish!" so she says. . . .

* * * * *

Watch her purpose, watch her ways!
Nature's plan is wondrous kind,
Could we understand her mind. . . .
Fools are they who call her blind.
When his feet are torn and bleeding
Yet his spirit mounts, unheeding,
All his higher powers speeding,
Blazing newer paths and fine;
When the force that is divine
Leaps to challenge every failure, and his ardor still is sweet,
And love and hope are burning in the presence
And he comes to lead the nation,
Then does Nature show her Plan—
When the world has found—a MAN!

Avoid confusion. The most effective windows are the simplest ones. Don't think you must pile into your windows samples of everything you have in stock. One kind of article, well displayed, will catch the eye better than a meaningless conglomeration of miscellaneous stuff. But don't keep that display in the window too long! Change it every day or two, if you can.

"HARDWARE WORLD is more valuable to us than all other publications together."—Harris Hardware Co.

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Are You and Your Business Growing?

This is the biggest question that can be asked any retailer at the close of a year's business and the beginning of another. What is your answer to this stirring question?

The essential element of any firm, business, institution or organization is the characteristic of growth.

Growth indicates life. Life indicates all the essentials of a successful store.

The methods of successful stores vary. Some advertise, some don't. Some sell for cash, some give liberal credit. Some push competitive goods at cheap prices, some sell quality goods at high prices. Some canvass, some don't. Some specialize on certain lines, others carry large complete assortments of all lines. But growth is one quality that you will find in all successful hardware stores.

Probably you would get a fairer answer to this question if someone else made the decision. For your community and your townspeople are the judges. What they think, makes or breaks a business man. What you think matters not.

Try your own store as a customer, make believe that you are the customer and in that spirit examine your store inside and out. Turn the reins over to your right hand man and forget about your store and look at the other fellow's store.

Put on your hat and coat. Step across the street and compare your front with the other's. Has it been painted lately? Is it attractive? Imagine that the painting is a collar and the windows the face. Is the collar clean? Is the face clean and attractive? Would you be attracted to that store because of the pleasant frontage, and would you be tempted to go in and buy because of the excellent window trim?

Now walk around the block. Look at the other stores. Why does this or that one stand out? Has your store that quality that makes you want to take a closer look or step inside to buy? Compare the attractive ones with the unattractive and decide for yourself just what makes them so. Step inside of some of the most attractive ones and see if the inside backs up the outside. Lots of stores with pleasing fronts and well trimmed show windows are as cold as an iceberg inside.

What Sort of Welcome Did You Get?

Is the interior clean and inviting? Are the salespeople alert and anxious to serve you? Are the goods displayed so that you could make your own selection and examine without feeling that you have incurred any obligation to buy? Are the articles priced in plain figures? Do you find well known and dependable goods on the counters and in the windows? What condition is the rear of the store? Is it attractive and clean all the way back?

Now come back to your own place of business and apply these tests to it and honestly answer every one of them. Then ask yourself these questions:

Is my store attractive and pleasing enough to tempt me to make a second visit? Does my interior, my policy and my sales force, myself, back up my advertising?

Is it a "come again" or a "never again" business place?

Are my salespeople well grounded in courtesy, kindness, neatness, knowledge of the goods, policies of the firm, and the essentials of salesmanship?

Sound growth is not always evidenced by larger buildings and heavy stocks, but more so by increased sales, a greater number of customers, the addition of new lines, and the improved appearance of frontage and interior, better salespeople, better accounting systems and a deeper interest in the welfare of your salespeople and your community.

When you inventory your stock, include yourself, because your store is you, and you are your store. Your business is an exact counterpart of yourself. Are you satisfied with yourself?

Are you growing? **Are you growing?** ARE YOU GROWING?

Knowledge develops your imagination.

A good doer is rather to be chosen than a good thinker.

Nothing is ever gained by winning an argument and losing a customer.

Wisest is the man who knows what not to say, and remembers not to say it.

A rabbi recently spoke on the Jewish problem. We did not hear him, but we suppose the Jewish problem is how to make both ends meet and to lay up a little for a rainy day—same as ours.

The HARDWARE WORLD welcomes criticisms and even commendation. There is no law to prevent you expressing your opinion relative to our pages, whether favorable or unfavorable. We receive many complimentary letters; we don't object to them—neither do we in any way resent criticism or suggestion.

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GOOD WILL IN BUSINESS

Good will, in modern business, is property, as actual, positive, certain and genuine, as machinery and materials. It is the fruit of honest work, patient experimentation and expenditure of money in creating a market and efficiently serving the purchasing public. It is an estate, accumulated through a continuous policy of making every promise good and standing back of every product. It is a possession, acquired by such establishments as have held a public referendum, and received a vote of approval.

Good will is the interest accruing from the rule of reciprocity, the belief that any transaction, which results in injury to one party, is immoral. It is the asset, built up from no monopoly power, but through continual competition, in a fair field and no favors. It is the cornerstone in the structure of truthful trade. It is the guaranteed link between maker and user. It is the sap and life of the tree of honest business whose roots are standardized quality and price.

Good will, once established, can defy every attack save that of the piratical price cutter. It can overcome the crafty deception of the substitutor, with his "something just as good." It can protect itself against the counterfeiter who would steal a registered trade-mark, label or brand.

But it is at the mercy of buccaneer bargainers, who slash standard prices and set up "misleaders" in order to deceive the public. It is slaughtered by the "Kamerad" pistol in the hands of dealers who use it as bait to catch the unwary purchaser. It is destroyed by those who defraud the public on a hundred unidentified articles, through a bargain on one, whose quality and value is known to all.

Good will must be put in the keeping of those who have earned it, not left at the mercy of business pirates. No man is permitted to steal a purse, neither should he be permitted to rob an honest business of its good name for furnishing a standard article of uniform worth at uniform cost. No man may wilfully destroy a house, neither should he be permitted to destroy the very foundations upon which rests the prosperity of every firm which sells guaranteed goods to the public.

Good will belongs to the maker of the goods; he does not sell it, but is vitally interested in preserving it after the goods are in the consumer's hands. For the best interests of every party in the transaction, the user and distributor as well as the maker, there must be legislative provision by Congress that the manufacturer of standard, identified, trade-marked goods, whose quality and price have won the good will of the public, shall have power to protect it by enforcing a standard price policy in the marketing of his product.

The Kelley-Stephens bill, H. R. 11, will go a long way toward preserving good will and eradicating the vicious price cutter. Those who possess good will and are interested in preserving and perpetuating it, should get behind this bill, and stay by their guns until Congress molds it into a law.

MERCHANTS GETTING WISER

Exploiters of unadvertised and therefore unknown brands of merchandise are always contending that "advertising is expensive"; that the merchant and the consumer "must pay the bill." This is the favorite talk with some manufacturers whose goods will not bear comparison. But merchants looking to their trade publications more and more for information as to the best lines to sell, are not so easily deceived by such bunk. Any manufacturer or salesman who succeeds in "getting away with" that line of talk will directly afterwards laugh at them for being "easy." Remember this copper-riveted fact: On every purchase the consumer pays three things, to-wit: (1) Cost of raw material, (2) cost of manufacture and (3) cost of selling. Advertising is just as much a legitimate selling cost as hiring the clerk behind the counter, only it is much cheaper and a much more effective selling force. It is the lowest-priced selling force on earth.

Advertising cuts manufacturing cost because it produces volume in manufacturing.

Advertising cuts manufacturers' selling cost because the printed page sells the goods to the merchant before the manufacturers' representative calls. Advertising cuts retail selling expense—because people come into the store and ask for the article, money in hand. All the clerk has to do is to take the money—and at once wait on some other customer. "Don't let anybody tell anybody different." It's just bunk when they do.

POOR BOOB'S DICTIONARY

Abasement—a place where much of it was kept before the prohibition officers became so keen for it themselves.

Abbreviated—shy on words or materials, i. e., styles in skirts.

Abdicate—what crowned heads were tumbling over themselves to do a year or so ago.

Abeyance—all spruced up and waiting for your lady friend to put in an appearance.

Abhorence—the feeling toward being soaked two or three prices.

Abode—a shack or a palace.

Abolish—to destroy the trade names of, as was done to John Barleycorn.

Aboveboard—said of a guy strictly on the level.

Abscess—a peach of a gold mine for dentists.

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Hardware Man In Congress

Hon. Charles L. Underhill of Somerville, Massachusetts, Is Governed by the Same Principles in the Legislative Halls at Washington Which Were Responsible for His Own Business Success

THE business character of Charles L. Underhill, founder and for many years proprietor of the Underhill Hardware Co. at Somerville, Massachusetts, may be best summarized in his own words:

"My greatest pride is that I never have knowingly defrauded a customer or creditor of a single cent; that I have paid my bills promptly and retained the confidence and good will of my neighbors."

Likewise the public and civic principles of Congressman Charles L. Underhill, Member of the House from the Ninth District of Massachusetts and candidate for re-election this year without a contest, may best be taken from his own statement:

"I can honestly say that I never have cast a vote against my principles or for the purpose of advancing my political ambitions. This course I propose to pursue as long as I remain in office."

There are few men whose example could more profitably be followed by either young men in the hardware trade or men of any age in politics and statecraft than Mr. Underhill's. With only his two willing hands, a true heart and a level head at the start, when he left school to work his way when he was 12 years old—through his own efforts entirely he has won his way to business independence and the full confidence of his fellow men, as expressed in continued re-election to public office, where he has worked with characteristic constructive results for his State and the Nation.



HON. CHARLES L. UNDERHILL

We recently had occasion to publish extracts from one of Congressman Underhill's addresses in which his ringing Americanism and his fearless statement of actual facts in connection with industrial conditions and the attitude of organized labor stamped him immediately as the type of business man needed in Congress.

Since he was twelve years old he has worked his own way in the world, and his learning has been in the broad school of experience. Up until two years ago, when he was elected to Congress, he was proprietor of the Underhill Hardware Co. at Somerville, Mass., and the business is still conducted under his name, a tribute to his years of enterprise and the good will he created and commands.

Southerner by Birth

Born in Richmond, Virginia, July 20, 1867, Mr. Underhill was educated in the public schools there, but by the time he was 12 years old he had to work permanently to win his way, and before he had completed the grammar course he left the schoolroom. His start was as an office boy in Cambridge at the age of 13, and in his later 'teens he spent three years as a coal teamster. This lead to a contact with blacksmiths and he was attracted to the trade.

He started as a blacksmith's helper, becoming in time a New England smith after the manner of him whom we know under Longfellow's spreading chestnut tree. Enterprise and vision were as characteristic of him as a young man as they are today, and besides the routine work of his shop he developed a line of manufactured hardware specialties, including all types of hand-hooks for lumpers, stevedores, etc., bracket bolts, shingle rippers, boring chisels, ladder hooks, etc.

At first these goods were sold direct to the retailer, and the energetic young maker and merchant became well acquainted with the trade throughout New England, just as the merchants came to know with equal favor the specialties of the Somerville smith, which were especially adapted to the local needs and preferences.

In the near vicinity of Mr. Underhill's shop at Somerville was a retail hardware business which had been allowed to run down and had been neglected until it had "practically petered out." This stock he purchased and the Underhill Hardware Co. came into being. The proprietor had had no actual experience in selling hardware, but he had known and watched hardware merchants' methods in many locations, and he had the essentials of a business man in any line: industry, willingness to work, vision, an open-hearted, optimistic spirit, and an open mind behind a watchful, quick-seeing eye.

His sales policy in selling the hardware specialties was changed at this time, and they were thenceforth handled through the jobber. This also had the effect of giving the new retail business added support from the source of strength for any young merchant — his wholesaler.

The wide acquaintance of the young proprietor and his own interest in the venture, expressed in long hours and persistent effort, steadily built up trade, allowed for growth, and developed a strong, healthy institution which

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continued under Mr. Underhill's direction up until a few years ago, shortly before his election to Congress, when he sold the business to William R. Rideout, who had been his chief clerk, and who continues under the same name, in the same manner, and with the same results apparently.

From the time he was 20 years of age, Mr. Underhill has taken an active part in the politics of his community. When barely 21 he served on the Republican City Committee and was its secretary. In 1902 he was elected to the Massachusetts Legislature and served for two years, but found it necessary to devote several years following to a reorganization of the business, so that he might have time for outside interests.

In 1908 Mr. Underhill was re-elected to the Legislature and served six consecutive terms, when he voluntarily retired in the expectation of leaving public life. When the Constitutional Convention was called, he was a candidate at large from the Ninth District, and was one of the most active, constructive, and prominent members of this important convention. Since the work done depended very largely on the action of the State Legislature next year, he felt it his duty to "carry through," so he became a candidate for the House and was elected, both in 1917 and 1918. The next year he was defeated for renomination by one vote.

In 1920 Mr. Underhill became a candidate for Congress. The absentees of the year before had returned and were again in a "normal" turn of mind, and Mr. Underhill's flattering vote at the primaries was in just recognition of his previous service and an incentive to larger labors on his part.

As a member of the House at Washington he has been conscientious in his attention to the larger interests of the Nation as well as those of his constituents, and he has firmly supported the President and his party. Mr. Underhill is the kind of man and the kind of legislator we may all thank fortune for, and the interests of all sections and partisans of any persuasion are safe in the hands of such as he.

YOUR TOWN

If you want to live in the kind of a town
That's the kind of a town you'd like,
You needn't slip your clothes in a grip
And start on a long, long hike.
You'll find elsewhere what you left behind
For there's nothing that's really new —
It's a knock at yourself when you knock your town,
It isn't your town, it's you.

Real towns are not made by men afraid
Less somebody else gets ahead;
Where everyone works and nobody shirks
You can raise a town from the dead;
And if while you make your personal stake
Your neighbor can make one, too,
Your town will be what you want it to be,
It isn't your town, it's you!

A GOOD SALESMAN OR A POOR ONE,

or one just half way, can each profit by reading the most excellent salesmanship address by Mr. Foss in this issue. This is its first publication, and it is typical of the articles that are a regular feature of each issue of the HARDWARE WORLD. No wonder so many merchants tell us they use it as a textbook in helping to develop their salesmen and sales women, too. No matter how much or little you know about selling goods or managing a store, you will be benefited by reading this article.

CO-OPERATIVE ADVERTISING SUCCESSFUL

Many merchants are so situated that they cannot do justice to the store paper idea and make the publication and wide distribution of a regular periodical pay. At the same time they cannot get 100% results from the money they can afford to spend in newspaper advertising.

Especially in outlying districts of the larger cities, co-operative advertising by a number of merchants through a district paper published under the auspices of the neighborhood merchants have been found very useful. Such a paper comes out once a week or every fortnight. A clever man or woman is paid for part-time work as editor, and all the merchants help in gathering local news and boost material for the reading columns. Individual announcements command an attention and have position that you could not get otherwise. You can call attention to your specials at the same time the neighborhood butcher, grocer, druggist and drygoods men are doing the same thing.

Such a paper should be distributed free, left on the doorsteps and in the mail boxes, and you will find that the housewives will read it thoroughly. If there is a Boy Scout troop in the neighborhood, you can probably arrange with them to do the distributing and pay them a little for it. That will attract additional attention and arouse interest.

USED MUSTAD HOOKS

A smart young fisher named Fisher,
Fished fish from the edge of a fissure.
A fish with a grin
Pulled the fisherman in.
Now they're fishing the fissure for Fisher.

WHY TRAVELERS STAY HOME

The notice in the rooms of hotels which read, "Have you left anything?" should be changed to "Have you anything left?"

"We take four others, but HARDWARE WORLD is preferred above all the rest."—Moore Hardware Co.

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LITTLE TRIPS TO COLLECTION LAND

No. 2 — SPURRING CHECK WRITERS TO ACTION

[Editor's Note — Next to making sales of your merchandise, your collections are important — in fact many successful merchants consider collections should take preference over sales, believing it is far better to have your merchandise on your shelves or in your warehouse, rather than distributed promiscuously about your community without anything substantial to show for it. With this in mind we intend to try and impress upon the merchant, bookkeeper and salesmen, what they probably recognize in theory, but are often careless in putting into effect. No matter how good a collector a merchant is, he will find suggestions in these articles that should impress upon him and his force, the importance of giving unusual care to collections.

Consider your merchandise the same as your cash or bank account. You would be unwilling to loan a man your money without security of some kind, then you should be equally careful in loaning your merchandise which has cost you the equivalent in cash. We shall be glad to have the suggestions, criticisms and plans of any of our friends, that they have found profitable.]

IT'S dollars to dill pickles that the fellow who sprang the saying to the effect that the longest way around is the shortest way home didn't have any experience in making collections in these days of rapid-fire living? Nowadays, in making collections at least, it's the merchant who can devise the shortest and easiest way for his debtors to make payments to his business home who owns the twin-six gas consumer and can afford to go fishing when the spirit moves him.

As the octogenerian would say: "Times ain't like they used to be. Every fellar is trying to keep one jump ahead of his neighbor. Many buy first and leave the job of finding the wherewithal to pay the fiddler until a later date."

Let us concern ourselves in this trip with that class of people who pay bills by wielding the pen—the check-writing class, which is gaining numbers under modern conditions faster than a U. S. Senator can pick flaws in the machinery of the government. Unfortunately, there are still many people in this class who believe that it is much better to receive a check than to give one, who have uncanny ability for remembering to collect their salaries but often almost equally brilliant ability for forgetting to pay bills.

A great many are inclined to the policy of paying first the bills that are most convenient to pay and letting the devil take care of the merchant with the hindmost collection methods.

The easier the merchant can make the task of paying bills to him, the quicker he is going to receive his money.

In collecting, as in anything else, it's the fellow who gets there first who wins the most applause. This holds true even for the monthly race of bills to the home of Mr. Check Writer. Some of the bills in this race may arrive the first day of the month, but the chances are most of them will keep straggling in for several days thereafter. The bill that gets in before the general rush — on the last day of the previous month, or even earlier — is very likely to receive more attention than the one that comes with the crowd.

Early Statement Gets First Attention

Mr. Check Writer gives the early-bird bill the once over separately. His eyes inform him that there is a chance to obtain a discount if payment is made before a certain date. Perhaps he may send a check for it before the stream comes flowing in. At any rate, he enters in his mental bookkeeping department a notation that this bill is one that should be paid promptly in order to make a saving.

Suppose this bill is accompanied by a self-addressed and stamped envelope in which the check may be returned? Isn't Mr. Check Writer more likely to act immediately to get the bill off his mind? And what do the cost of envelopes and stamps amount to if they bring prompt payment in a fair number of cases where there might otherwise be a delay?

In case Mr. Check Writer doesn't fall for the early-bird tactics of the merchant, he at least places the bill in the first pile to be paid. If the bill offers a discount for immediate payment it is quite sure to be selected from the pile as one to be paid first. With the bill accompanied by a self-addressed and stamped envelope, Mr. Check Writer is inclined to get it out of the way before he even goes in search of the envelopes for sending checks that he forgot to look up before he sat down to the table.

If no self-addressed and stamped envelope accompanied the bill, Mr. Check Writer might find that before he got around to it his supply of envelopes or stamps had been exhausted. Then the merchant sending the bill would be one of the prospective victims of the ever-present lapses of memory on the part of the average Mr. Check Writer before more envelopes or stamps, or both, were obtained.

Voucher Checks Additional Inducement

The merchant need not shut off his efforts to make payment of bills easy on the part of Mr. Check Writer with getting the bill out early and having a self-addressed and stamped envelope accompany it. He can go still further, and then some. There is, for instance, that powerful ally of successful collections, the voucher check, which can be called upon to help out at a small expense.

One of the most successful of voucher checks is a combination bill and blank check affair. The bill section of the voucher check records the items charged to Mr. Check Writer, of course, just as any bill would. The blank check

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is made payable to the merchant sending the bill. Tired Check Writer only has to fill in the name of his bank, the amount of the check, sign it, place the voucher check in an addressed envelope and the task is off his chest.

The merchant may even go so far as to fill in on the check section with a check protector the amount due in the bill, leaving Mr. Check Writer only the work of filling in the name of the bank and putting his John Hancock on before the voucher check is ready for mailing.

Receipt Automatic for Most Careful

There are many Mr. Check Writers who insist on having receipted bills returned to them even when they are paid by check. Cancelled checks, in their estimations, are ham actors in the role of receipts. But, human-like, these same people don't insist on sending with a check the extra postage necessary to return a receipted bill to them. The voucher check satisfies these persons, without the added expense of returning the receipted bill to them, because, of course, the checks they filled in are returned to them by the banks.

Suppose Mr. Check Writer uses his cancelled checks for keeping up a bookkeeping system for household expenses? By the time he has gone through the stubs and checked up what the various payments were for, the chances are that he has acquired a temper that would melt butter in an ice chest. If all his bills came in the form of voucher checks, he would have on a single piece of paper all the information he needed for keeping accurate account of household expenses.

Old man Solomon (himself in person, as the movie theater bills would say) couldn't originate a household expense system that voucher checks wouldn't fit in with effectively.

HOW ABOUT MONTHLY SPECIALS?

One of our readers among the merchants tells us that he has made great success with monthly sales, and we wonder how many others are attracting men as well as women in this way.

"Specials" must also be offered on articles whose value and ordinary price is well known by the buyers. Aluminum utensils are, of course, favorites, but food choppers, roofing paper, garden implements, wash boards or washing machine soap are good lines to work on. If your store is departmentized, every department should offer a few specials.

During the day or two of sales let every member of the sales force realize that the store is on its best behavior. Lots of potential regular customers are going to come in, and if you please them they will return and give you their regular business. Serve them honestly and absolutely as announced.

STRAPPING FREIGHT CONTAINERS REDUCE THEFT AND DAMAGE

Freight claims are an economic waste that all want to wipe out. For the last four years loss and damage to freight averaged approximately 100 million dollars a year. Lower prices, less traffic and intensive campaigning for better service have combined substantially to reduce such claims this year, but much remains to be accomplished in the way of prevention.

What part of this waste is chargeable to the use of faulty containers no one can tell, but it is the judgment of those who have studied the question that if all freight were well packed in proper containers, and adequately secured against pilferage and damage from the repeated handling all shipments must receive and the weight of goods loaded on top in the car, the claim bill would be reduced by several million dollars annually, and better satisfaction given all around. An inspection of the contents of almost any freight station where merchandise is handled will bear this out.

After a thorough investigation of the causes for this condition, the Committee on Freight Claim Prevention and the Freight Container Bureau of the American Railway Association concluded that a great deal of this waste could be eliminated by extending the use of steel strap and wire binding where the frequency of loss and damage indicates the need of package reinforcement.

Exhaustive tests by the Forest Products Laboratory, U. S. Department of Agriculture, prove that this remedy does not always mean additional expense to the shipper, but on the contrary, that by the scientific redesigning of containers to take advantage of steel-binder reinforcement, it is frequently possible to produce a less expensive and yet more serviceable container. At the same time, many present-day containers unquestionably are inefficient and too fragile, but could be materially strengthened and made efficient by the addition of a strap or two.

To place the matter before shippers in brief, non-technical form, the committee issued a circular, dated May 15, 1922, setting forth the chief merits of steel-binder reinforcement. Many merchants are also interested and would be willing to request firms shipping goods to them to reinforce their packages if the need is indicated.

An illustrated copy of this circular can be had by anyone interested by addressing Lewis Pilcher, Secretary, Committee on Freight Claim Prevention, 431 South Dearborn street, Chicago.

SAYS A BORDERLAND MERCHANT:

There are two kinds of non-prohibitionists in this country—those who have a little still and those who have still a little.

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Store Planner Once Stove Polisher

H. B. Sterling, One of Best Informed Business Counselors and Sales Engineers, Put Himself on the Payroll Before His Employer Ever Heard of Him

(Editor's Note: Among the real workers, the thinkers and enthusiasts in the hardware field, we have enjoyed occasional contact with H. B. Sterling. Sometimes by letter, sometimes through the medium of a mutual friend and again in interesting visits, we have found him full of the spirit of progress, the will to achieve through service and the determination to find out every blessed thing he can about the hardware business so he can tell the next fellow. Some little time ago we got him to talking about himself and we found that his own story read like a page from self-made romance. However, Mr. Sterling is so modest and so wrapped up in his work in the Service Division of the Winchester Co. that he has always changed the subject and diverted our attention to some merchant whose business he had helped by applying scientific principles to the arrangement and display of the stock. Now we have cornered Mr. Sterling to talk about himself, for we know many of our readers will find real inspiration in his thrilling rise in the trade of his selection. He radiates enthusiasm, he is a faithful student, neither the clock nor his pay check limit his work, and his faith leads him ever onward and upward. He is a fellow in our trade of whom we all are proud and a meeting with whom leaves us warmer, wealthier, glad of his friendship. Read his story and you will agree.)

I LIKE to consider modernized stores as monuments to hardware sales progress. Not unlike the sculptor who carves the rough marble or the artist who paints a beautiful picture, I too like to help build these monuments and dedicate them to better merchandising.

Some men measure success in dollars. The writer likes to consider success as good health and a clear mind, that he may devote both to the carrying out of an ideal. Any man with good health and the capacity to think right should never be anything else but a success.

The writer's work embraces the vision of a great plan in operation, the building of that great plan on a basis of Principle and Truth, the carrying out of the vision, the making of dreams come true. Everything on this earth, every man made thing, was at first a vision, a dream, an idea. Determinded men made those visions real. So in the business world today—we have first the vision, the idea and then through right thinking and right effort we make that vision or idea a great business truth.



H. B. STERLING

In reading recently of the origin of names, we find that all the Snooks originally lived on farms where there were "Seven Oaks" and that the Austins were originally born in August. Some names have changed in form and some in meaning, but this member of the Sterling clan is true to type — Sterling in qualities, in performance, in character.

We are at present working on the greatest vision the merchandising world has ever known. It covers the entire United States and in time may reach to other lands. It is a vision of a model store in every village, in every town and in every city. It will come true, for no power can shake the faith of the men behind Winchester ideas. Each store is a new problem. While standardization is carried out in the general arrangement of all stores, yet the development of the actual store and special fixtures must be in harmony with the town and the purchasing power in the community.

It has been frequently said that a modernized store is too much along the lines of the jewelry store—in other words, too beautiful. There is no class of merchandise so susceptible to attractive arrangement as hardware. We simply plan and bring out the best that is in hardware.

The Aim Sought After

We do not strive for beauty, but we do strive for the grouping of merchandise so that it can be retailed efficiently with the least possible lost motion. We believe in the elimination of unsightly fixtures or equipment and Frank Mappes has designed a system of hardware fixtures that bring about the desired results.

We believe that, with the stock within reach, a customer can be served quicker and better. Less sales are lost through goods being misplaced. We believe absolutely in this slogan: "Hide'em—Keep'um—Show'em—Sell'um!"

Each Man's Chance Now

I am frequently in contact with men who are dissatisfied with their jobs. They want to make a change. They cannot realize that their opportunity is now. When men get too big for the job they have, a right way will be found for progress.

My own hardware experience started in Durango, Colorado. I turned from that first job to mining and finally drifted to El Paso,

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Texas. After playing professional football for three months I wound up the season broke except for two pawn tickets—one representing a good overcoat and the other a watch. After several days of job hunting, during which I had had nothing to eat, I made up my mind that a job had to be had.

Made His Own Job

The next morning I lined up at 6:30 in front of the worst looking hardware store in the city. When the salesman unlocked the door I walked in and before he could say anything I had my coat off and said that I was going to work, and the first thing I wanted was a pail, some soap and a piece of cheese cloth.

He naturally supposed the boss had hired me. When the boss came down I had both show windows washed and trimmed and was in the basement opening up goods.

When the boss entered he nearly fell dead—it was the first wash and trim in nearly eight months. Finally the boss came downstairs and looked me over. He said: "Say — who hired you?"

I was scared and hungry, but I looked him in the eye and said: "No one, sir—I just decided to work here—that's all."

He turned around and went back upstairs—evidently thinking he didn't have any chance in an argument. At noon I staggered upstairs and approached the boss. I asked him if he would advance me fifty cents with which to buy food.

Wanderlust Interrupts Good Start

He handed me a ten-dollar bill and I cried. He hired me and I remained there seven months. Then there came the wanderlust. I looked longingly toward the blue hills of Old Mexico and the next thing I knew I was down in "manana" land working in a gold and silver mine. I remained in Mexico seven years, finally leaving the mine work and taking up engineering above ground. Came out during the revolution with but one clear cut desire and that was to get into the merchandising game and stay there.

Again Turns to Hardware

As a kid I had tried grocery work and as I remembered, it consisted mostly of sorting rotten apples and potatoes. I considered several different merchandising ventures and finally turned to the old love—hardware. Finally I landed in the Northwest and secured a position which I held for a year.

Here I met the little lady to whom I must attribute any and all success I may achieve in this life.

Due to the fact that she was in poor health I decided to move to California. In Pasadena I worked for some months as a landscape gardener—pick and shovel work out in the middle of the street digging sewers.

After acquiring a fortune in this manner I drifted to San Diego and secured a position as stove man with the San Diego Hardware Company — I wrote to the future Mrs. Sterling to join me there.

She arrived as a Christmas present — on Christmas day — and we were married. The wedding was unostentatious. We were the whole show. I had seven dollars and thirty-seven cents and one week's room rent paid. When the minister paused in the ceremony I fished a dime from my pocket and mentally said—"Tails he gets five—heads he gets two." It came tails.

We walked out man and wife with two dollars and thirty-seven cents between us. I well remember the first grocery bill. Included in it were such items as two pounds of potatoes, one pound of sugar and two pounds of flour. The five dollars I paid the good Reverend Crabtree looked like a lot of money at the time, but it was the best investment I ever expect to make on this earth.

It was a partnership founded on a small capitalization and had all the ear-marks of being a wild-cat, but we have since added three wonderful little girls to the corporation and with their arrival the policies of the company were very materially changed.

Always to Do More Than Contracted

As a stove man I reveled in stove blacking, learned to clean the soot out of furnace flues by crawling through them, and became a first class Jack-of-all-trades. During my spare time when I was not building store fixtures or trimming windows — I studied religiously. HARDWARE WORLD and other trade papers were my text books.

At the end of five years I decided I was ready for the next move, and I went with the Motor Hardware & Equipment Company as city salesman. I decided that the best way to sell was to perform a service, so I trimmed windows, show cases, rearranged stock and made changes in the stores. Much of this work was done at night after the day's work. It quickly brought the desired results. After two years I felt that I was ready for a larger job and just about the day I made the decision I received the telegram which paved the way for my present position.

I am jotting all this down because I know there are many men who are treading the same path. I know their ambitions and I know their heart-aches. I am saying to each and every man of this type that it takes "guts." That is a phrase that was much used in France—it applies to the victor in a fist fight, on the battle field or in the business world. For the man in the hardware store who will use initiative, who will be loyal, who will be willing to give more than he receives, who will be honest and fair in his dealings—to that man will come success.

Jealousy Injures Good Work

Eliminate jealousy. If your fellow man can do some one thing better than you can, realize that it may be possible for you to do some one other thing better than he can. Remember that you are both simply the channel through which

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good is brought about. If you learn that the fellow alongside of you is getting more money than you are, do not let jealousy enter your heart. Work. Jealousy and hate weaken only you who think them. Find the you in yourself and then develop that you into the kind of a man you wish to be.

To traveling salesmen I will say this: It is a big world and it is a good world and in this good world we in the United States live in the most favored spot. Let us think kindly of one another, no matter that our policies may be different and that we may differ in opinions. In this favored country of ours, there is business and room for all. We are in the readjustment period following the great war. We are all working to acquire money because the world measures success in terms of money. Let us also work to acquire self respect, humility and a greater love for our fellow man.

WHO PAYS THE TAXES?

Statistics show that the people of the United States pay a total of five and one-half billion dollars taxes annually. That averages about fifty dollars a year — close to one dollar per week—for each man, woman and child composing the population of the United States. The figures allocate one billion dollars to local taxes throughout the counties and towns of the United States; one billion dollars to the various states; and three and one-half billion to the Government of the United States.

Who pays? Every man, woman and child in the United States. Children pay, now through their parents — in the future for themselves. Whoever buys anything, whether necessities or luxuries, whoever pays rent or lodging, and whoever eats, little or much, pays the taxes. Directly or indirectly we all pay.

Therefore, "More Business in Government" is a subject of personal concern to overyone of us, however unimportant we may think our material interests to be. Care and caution in the finanical administration of public affairs are of the highest import to each member of society and of benefit to all.

Public debt is never settled on the other fellow. We must carry our share. The public's extravagance is always—without fail—the individual's burden. None can escape it.

"The prudent, penniless beginner in the world labors for wages for awhile, saves a surplus with which to buy tools or land for himself, then labors for himself another while, and at length hires another new beginner to help him. This is the just, and generous, and prosperous system, which opens the way to all, gives hope to all, and consequent energy, and progress, and improvement of condition to all."

Abraham Lincoln.

C. D. Hinson, who recently opened a store at Sumner, Wash., reports a very good season thus far.

LEADERSHIP OF SUCCESSFUL MEN

(By John H. Puelicher, President, Marshall & Ilsley Bank, Milwaukee, and First Vice-President Am. Bankers' Assn.)

The chaos in Europe is political. It has grown out of racial hatreds and economic differences. We have racial groups in America. We have economic difference in America. Will these, too, become political?

We accept the blessings and privileges of our government. Do we defend its principles and institutions? Do we inculcate American ideals, American concepts in the hearts of our people? Are we jealous guardians of an American citizenship?

Are we creating and fostering a national zeal for service in the cause of country, developing American leadership—American statesmanship, that bears in its heart the dream of the fathers for this land? Or, is our business dearer to us than is our State?

In material achievement the American is a leader. To him much has been given. From him much should be expected. As have been his gains so should be his gifts. Civic listlessness and indifference bring ruin.

No nation continues great that reverences only the material. We must interweave with the material, the intellectual and the spiritual, for on this triad rests governmental stability. Has not the time come when the thought, the courage, the talents which create business leadership must be given to the creation of civic leadership?

History records no instance of masses leading themselves. Leaders always have arisen. Leaders will arise in America—good or bad—as we choose. We look aghast at what we regard the misleading of many of our people. Yet in our sense of security we raise no dissenting voice.

The zeal which has made the American great in business, must make him great in statesmanship. As he has devoted himself to his business so must he devote himself to his State. He must lead the many in love of work, in respect for work, to success through work. He must lead or be led. There are many leaders of failure and discontent. Discontent leads to destruction.

But who would dare by failure in his duties of citizenship, to participate in the destruction of glorious America?

WHEN THE SCOTCHMAN GOT THE BEST OF IT

After a Hebrew salesman had sold a big order of goods to the Scotch buyer for a Chicago store, he sought to make the Scot a present of a box of cigars.

"I'm sorry I canna accept," the Scot said, "but there's a rule of the hoose that ye canna take presents from salesmen."

"Well," laughed the salesman, "I'll sell them to you for five cents for the box then."

"That's different now," the canny Scotch buyer replied after taking a good sniff at the box. "I can buy my smokes anywhere I please. I'll take four boxes."

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AMERICAN CUTLERY INDUSTRY WAKING UP

As long as such men as Neal D. Donovan represent J. Wiss & Sons Co., Kraeuter & Co., Inc., and R. Heinisch Sons Works, all of Newark (makers of cutlery and tools), and as long as these institutions continue their policy distributing through the hardware jobber, they would seem reasonably secure in their present outlet.



NEAL D. DONOVAN

If all cutlery representatives were like Mr. Donovan, it will not take American buyers long to realize that for quality and service American-made cutlery is unsurpassed.

Mr. Donovan handles the sales and generally represents the interests of the companies in the Southwestern district, while in a similar capacity in the Northwest is Hugh Cosgrove. They are both "clean-cut, sharp, finished, polished" young men, typical of the lines they represent, and of the same type as the hardware men who handle them. It is a further interesting fact that both Messrs. Donovan and Cosgrove were associated together previously at the company's Chicago office, under the experienced guidance of General Western Manager Beaudin.

After his Minnesota boyhood, concluded with a course at the State University, Mr. Donovan entered the advertising department of Washburn & Crosby. His merchandising training was continued with the B. F. Goodrich Rubber Co., and he entered the cutlery business to learn the details of cutlery manufacture and the claims of the Wiss, Kraeuter and Heinisch lines.

Vice President and General Manager C. L. Gairoard of J. Wiss & Sons Co. has said that the company, in common with the cutlery industry of the United States, is really "just waking up," and that the next few years will see tremendous expansion in the sale and use of high grade cutlery. It is claimed Wiss steel-laid shears offer the advantages of high carbon steel edge with a hardy, tough frame which will not break if dropped. The line has been developed for every use, so that orange shears, grape clippers, thinning shears, tinners' snips and tailors' shears are only a few of the special industrial products.

The Kraeuter line of tools is well known to the trade. A recent development from this factory is a line of golf clubs now being made on a quality basis and known as the Kroyden iron. This club was developed by President A. A. Kraeuter for his personal use. and a few were made up and distributed as gifts among his friends. So heartily were they received, came the suggestion that they be supplied commercially that they have been added to the Kraeuter line.

C. C. STROUT, SALES MANAGER FOR ALVORD REAMER TOOL CO.

Alvord Reamer and Tool Company, Millersburg, Pa., announce the appointment of C. C. Strout in the capacity of vice president in charge of sales. Mr. Strout was formerly connected with the Victor Saw Works as Western sales manager, and with the Safety Wrench and Appliance Co. as general sales manager.

This company also announces the formation of a service department in connection with their engineering department, under the direction of A. M. Lindsley, chief engineer, which will function by supplying consulting service in connection with special tool equipment.

O. Scrivner opened a hardware store at Haigler, Neb.

H. D. Peterson of Cresco, Iowa, has disposed of his business to Nicolay & Stutzman.

Dallas Hardware Co., Dallas, Texas, recently suffered loss by fire amounting to $40,000.

O. R. Shatto sold his interest in the Oshkosh Hardware Co. to Robert Quelle of Oshkosh, Neb.

Ben H. Manlove has recently opened a hardware and housefurnishing stock at 736 East Colorado boulevard. Eagle Rock.

The Sultan Furniture & Hardware Co. at Sultan. Wash., are preparing to occupy a new building recently erected by them.

J. W. Pencille has opened a new hardware store at 4507 South Vermont avenue, Los Angeles. He will likely carry a stock of paints.

The Exeter Mercantile Co. of Exeter have leased an additional store in order to install a stock of implements as an addition to their hardware line.

The Chicago Eckel Company of 15 North Michigan boulevard, Chicago, has been incorporated with a capital stock of $25,000 by R. E. Harris, Mary E. Wolsy and Julius Biel.

Among the new hardware stores recently opened at Detroit, Michigan, are the La Salle Hardware Co., 8331 Lincoln avenue, and the Reliable Hardware Company at 5239 Hastings street.

The Delano Hardware Company of Delano have found it necessary to erect a new building in order to care for their increasing stock. They report a very satisfactory season's trade.

The Jewell Commercial Company at Randsburg report a very satisfactory season and a good outlook. They have recently been increasing their facilities, preparatory to increasing their stock.

INSUFFICIENT CREDIT

Teacher: Johnny, if you had three bottles of pop and a man came along and gave you three more, how many would you have?

Johnny: Six bottles of pop.

Teacher: Pretty good, Johnny.

Johnny: Pretty good! Hell, I call that perfect.

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THIRD GENERATION ENTERS VAUGHAN & BUSHNELL MANAGEMENT

At the recent meeting of the Board of Directors of the Vaughan & Bushnell Manufacturing Co., announcement was made of the material increase in the capitalization of the firm, and that President Sanford S. Vaughan has purchased a controlling interest in the company.



SANFORD S. VAUGHAN

The man who has for the past thirty-five years directed the management of the Vaughan & Bushnell Manufacturing Co. and who continues as its present president. Mr. Vaughan has borne his responsibilities and handled the affairs of the company with an easy ability and master hand that is reflected in the serene youth of his countenance. He took over the reins from his father, who founded the company 53 years ago.

With this change and the resignation of Charles E. Bushnell as secretary and treasurer, the third generation of the Vaughan family entered the management when Alexander S. Vaughan was elected to the latter office.

Other new officers elected are: William Eagle, assistant secretary and director; A. H. Arnold, assistant treasurer; Howard Vaughan, director. The company will continue the same policies as heretofore, a course that has made V. & B. one of the largest and most important manufacturers of high quality carpenters and mechanics' tools.

Alexander S. Vaughan, in addition to his two offices on the Board, directs the merchandising and advertising departments of the company, and for the present has assumed charge of sales. If any young man is entering the management of a great business under more strenuous or exacting circumstances, we should like to know him.

From all we know of him, and as son of his father and grandson of the founder, Mr. Vaughan is worthy of the task that has fallen on his shoulders and has already "made good" beyond doubt or question. His business training outside of the family heritage and association was received at the University of Chicago. He has spent the past three years in the manufacturing end of the plant, familiarizing himself thoroughly with the products and the processes of production.



ALEXANDER S. VAUGHAN

Representing the third generation of the same family name, and inheriting the family traits and characteristics, believing in the same ideals and principles that have contributed so much to the growth and development of the institution. Alexander S. Vaughan can be depended upon to "carry on" the work so well established and planned to keep their line of high grade tools in the position they today occupy.

The Vaughan & Bushnell Manufacturing Co. was founded fifty-three years ago, and for the last thirty-five years has been directed by the present president, son of the founder. Under Mr. Vaughan's administration the growth has been steady and sound, and the present expansion is made necessary by the national demand for the products and the increase in the line.

George Green & Sons recently occupied a new building at Long Beach. Several years ago they purchased the Bennett hardware store and their business has been growing to such an extent as to make a new building necessary.

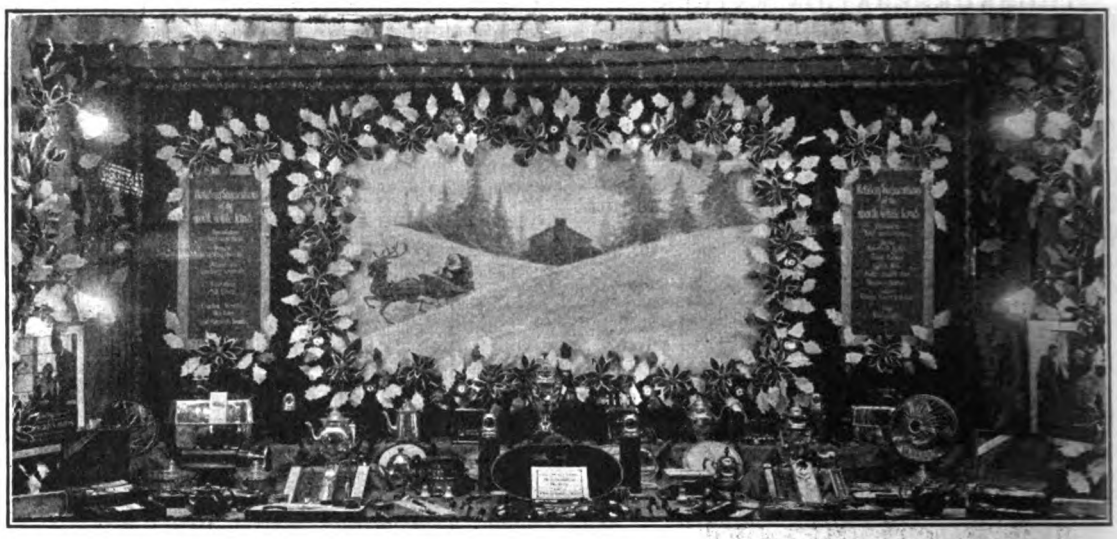
F. R. Chown Hardware Co. was recently awarded the contract for the finishing hardware on the new county hospital of Multnomah County.

NO WONDER HE FLED

The printer set up a poster to advertise an address by a militant suffragette. Her subject was: "Woman: Without Her, Man Would Be a Savage."

When the speaker called for the posters, the proofreader had to leave town suddenly, for the flaming sheets read, "Woman, Without Her Man, Would Be a Savage."

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HARD TO BEAT HARDY FOR HOLIDAY HUNCHES

This window, used with effect by the Honeyman Hardware Co. one Christmas, and put in by the master hand of John Hardy, may give many of our readers suggestions for this year's appropriate holiday display.

A reindeer-snow scene as the background is artistically framed with autumn leaves and holly and dusted with snow. Flanging the scene on either side are appropriate, carefully made display cards. On the floor of the window in the foreground are gifts of utility from the stock, not too many, but the best ones, assorted and representative of all departments.



IF I WAS SANTA CLAUS

If I was Santa Claus, you'd better b'lieve
I'd find a hardware store
An' stay right there to pack my bag with toys,
'Cause no place has got more

Things that I like. There's guns an' skates an' sleds
An' balls an' bats an' — oh,
Just everything a boy could want. I think
That hardware man must know

The very things that boys just ought to have;
An' as I said before,
If I was Santa Claus, I'd start my trip
Right from a hardware store.

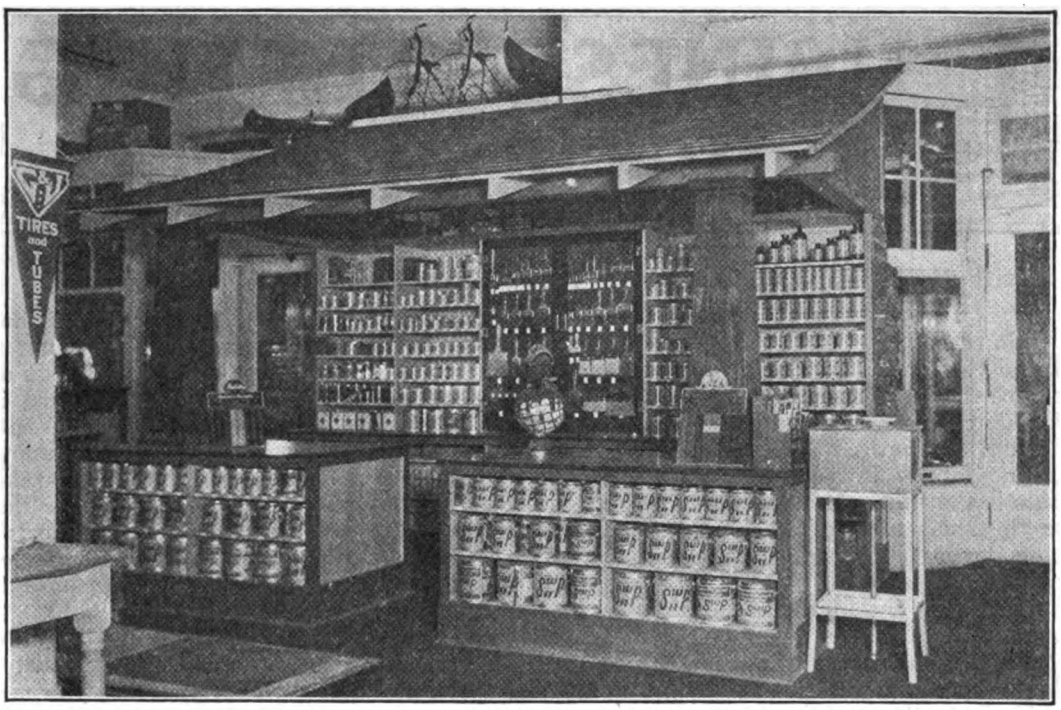
— Pearl Holloway.

Here is the way Robertson's, one of the most progressive and enterprising merchants, feature toys, and the manner in which they "go after" the holiday trade of their community. Their volume of business on all these lines is very large.

This is typical of the manner in which thousands of HARDWARE WORLD subscribers have developed a large trade on such lines.



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Paint Arrangement Tasty and Profitable

IN REARRANGING their complete store, Lyon & Garrett Co., at Red Bluff, have hit upon a plan for their paint department which has worked out wonderfully and which they report has paid for itself many times over right at the start in the greatly increased paint sales and turnover. With characteristic generosity, they make it possible for us to publish this picture and description of the department, so that other merchants may profit on the same plan.

The counter is divided in the middle and open on the ends, in the proportion shown. Two pillars support a roof, forming a bungalow paint booth right on the sales floor. The stock is carried on wall shelves and under the counter on shelves, while brushes and colors are sampled conveniently on display boards, hung on the pillars and near wall.

The feature of the entire department is the actual sampled paint surfaces. The counter is divided into squares, and different varnishes and high-polished finishes are actually applied and sampled there. On the floor in front of the booth, more squares show the actual effects of various floor paints and incidentally call attention of any passer-by to the booth. The roof affords additional opportunity for stains, while the ceiling, pillars, trim, etc., are all treated harmoniously, but with different grades and coverings in stock.

In making the general store changes and in the installation of the paint booth, the enterprising members of the firm were assisted by H. B. Sterling, expert store arranger. President D. B. Lyon, Vice President R. C. Garrett and Secretary Albert Thompson are all enthusiastic about the new arrangement, especially the paint fixture.

COLLECTING NEW IDEAS

A Nebraska hardware merchant has a large iling drawer, equipped with alphabetical uides and folders, which he uses for filing way ideas—plans and suggestions that may be mployed at some future time in working out isplays.

A separate folder is provided for every posible occasion and line. For instance, one folder provided for filing ideas and suggestions elative to "Christmas Displays," another for Spring Displays," others for national days, tc.

A folder is provided also for each line. Miscellaneous ideas and suggestions are filed in a miscellaneous folder. The sources for the ideas and suggestions are many. But one of the most productive to this manager has been the trade magazines.

He goes carefully through all that come into his hands, using window and inside displays that others have found successful, and also the advertising pages. Not all the ideas and suggestions thus gleaned are suitable as presented, but they are the seeds that sprout new ideas that later blossom into actual displays.

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THIS METHOD GOT 'EM TO READ HIS LETTER

An Ohio HARDWARE WORLD subscriber wanted to get the ear of the public in order that he might have the chance to persuade more people that his new, up-to-date methods were worth considering. He figured that more than half of the circular letters he received were thrown in the waste basket unread. Would his own letters receive the same kind of attention? Must he figure on the cost of all only doing the work of one-half the output?

He worked on the idea and this is what he did to get a hundred per cent of attention to his letters: In each advertising letter was enclosed a bona fide check from the firm for three cents. The letter began with a statement about being willing to pay the reader for the time it took them to read said letter. It had the advantage of novelty, the sight of the check had put the receiver in a pleasant frame of mind and there was just enough humor about the idea to make him give it his attention.

Needless to say, few of the checks were cashed.

HOW HE SOLD ROPE

A. L. Kommers, a hardware dealer of Antigo, Wis., wrote a certain jobber for four feet of 7/8 four-strand first-quality rope. The rope came and one end was bound up, and the rope was again bound at thirty-three inches. The remainder was unwound and combed out with a curry comb. The same thing was done with a piece of three-strand the store had.

Everybody who came into the store handled those two pieces of rope and, with few exceptions, all could tell the four-strand from the three-strand. When a customer seemed to be interested Mr. Kommers showed him where so-and-so had ordered so many feet.

In the middle of June he had sold rope for twenty-eight barns—4,468 feet, very near four coils. Investment, 51 cents; sales, $424.26. When the rope came he put up one order after another, so that he had rope strung from one end of the store to the other, in the windows and out in front, never forgetting a big red tag showing to whom it had been sold.

The Exeter Mercantile Co. of Exeter have leased an additional building in order to install a stock of implements as an addition to their hardware line.

HOUSE-TO-HOUSE SELLING

A Southern hardware dealer tells us how he put on a unique campaign recently that made sound publicity for the firm, resulted in an increased sale of goods and gave a card index system to use as a buyer's guide. Visits by house-to-house representatives were announced in the local paper and the public was asked to show them courtesy. This was further insured through the fact that some of the cards thus secured would be drawn at the close of the contest and prize awards given to those lucky enough to have their cards drawn.

Each representative was supplied with cards on which such questions as these were listed:

"What electrical appliance are you most in need of?"

"What electrical device do you expect to purchase next?"

"How soon, approximately?"

"What kind of electric globes do you use or prefer?"

"Would you like any of our devices demonstrated in your home at no cost or obligation to you? If so, what device or devices?" "List the electrical appliances you already have."

The representative carried some globes that this firm especially featured, explained their merits and in many places took orders for them. The result was that a great amount of goods were sold, and because the representatives were paid a commission besides the salary for their work they endeavored to make many sales.

"This provides us with a more exact buying guide than we have ever had before," the head of the firm said, "and it will govern our future buying and will also enable us to send special advertising material to the spot where it is likely to make a direct hit. If outside firms can come into your town with their wares and go from house to house in a business-like way, why shouldn't we dealers make use of the same method?

SOME FEMININE LOGIC

A Detroit dealer writes:

Shortly after Detroit's motor ordinance went into effect a motor cop hailed a lady driving a limousine on the boulevard and ordered her to report at 9 o'clock.

"The very idea, why?" exclaimed the lady.

"I'm sorry, ma'am," insisted the bluecoat, "you were going forty miles an hour."

"Impossible," exclaimed the lady indignantly, "why, I haven't been out an hour yet."

The cop said it was a new one on him and marked it off his tab.

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Success in Small Town Merchandising

(By J. W. Hedgepeth)

IN THE smaller towns the average merchant is an all around man. He must be a good buyer, a good salesman, a real student of his community's needs, a financier and a friend-maker.

His success is depending upon these elements in his character, but this is not all. He must also use the power of advertising in pulling the "load" instead of trying to do it with main strength and awkwardness.

If he is selling hardware, he must know the soil in his section; must know the best plows, cultivators and implements suited to farming in his county. If he is in the dry goods business he must know the fancies, whims and needs of his customers. He must keep up with the styles, especially in women's wear.

"Gloom" and "Grouches" Won't Do

It takes brains as well as being a "good fellow" to sell goods. Courtesy is a real asset. No business can long continue with a bunch of "glooms" behind the counters and a "grouch" as chief executive. But a smile and a hearty hand-shake alone will not always get the coin.

Selling goods is becoming more and more a science. This fact has not been fully grasped by many merchants throughout this great country of ours. That's why so many either go bankrupt, or almost go "nuts" trying to "get by."

That's why 90 per cent of the near-merchants drop at the first quarter pole and are finally carted off to the financial cemetery by the sheriff. Most of these ninety per cent also toyed with fate and tried to beat the advertising proposition by keeping out of "the papers."

And if he is an advertiser, let him carefully avoid all "silly stunts." In this day practically all "dabble" in advertising. The "dabbling" ones are the failures. Advertising is like a purgative medicine; a little stirs up the liver, but does not produce the result desired.

It takes constant driving in advertising to win.

Talk Naturally in Your Ad "Copy"

There is one thing I would like to mention that is generally prevalent in some stores. The merchants do not put enough thought in their advertising copy. They are very scrupulous in writing business letters, but frequently let almost any old thing ride in their advertisement, which is read by hundreds of people.

But don't try to use big words. Talk naturally, as if you were talking to your customer personally. If you can sell goods you can write advertising.

The most effective advertising, I believe, is to name the article, illustrate it when possible, give the price, and then tersely and accurately give a description of it. Tell why it is good merchandise at the right price. If it is seasonable, of known quality, if the price is right, there's a mighty good chance for a sale.

A few months ago a man came to this town. His name is Savage. He was clever enough to adopt as his trade-mark the head of a big Indian chief, the picture suggesting his name. This Indian head is used in all his advertisements, on his stationery, wrapping paper and bags.

His Store Is Trade-Marked and Has a Real Slogan

When you see the Indian head you are naturally reminded of his store. His motto is quite clever, too: "Service, Sanitation, Satisfaction."

His store is arranged to prove to the customer that everything is kept clean. He gives instantaneous service, and tries his best to make every sale satisfactory.

Because he is actually living up to his motto, and because he is a persistent and intelligent advertiser, this man has built up a good business and his store has grown into an institution.

Why shouldn't it? And there is no patent on this man's wise methods.

E. E. Richards has purchased the Weyl hardware store at Trenton, Neb.

A. Holz has purchased the Faris & Long hardware store at Haigler, Neb.

G. W. E. Taylor has purchased the Stafford & Mullett hardware store at Republic, Kan.

Captain Fred D. Lyon and Albert Raeish have purchased the Mountain View Hardware store at Mountain View.

O. H. Buchanan has sold his interest in the B. & M. hardware store to his partner, J. R. Moore, at Fairbury, Neb.

Ben. H. Manlove has recently opened a hardware and housefurnishing stock at 736 East Colorado boulevard, Eagle Rock.

The Delano Hardware Company of Delano, has found it necessary to erect a new building in order to care for their increasing trade.

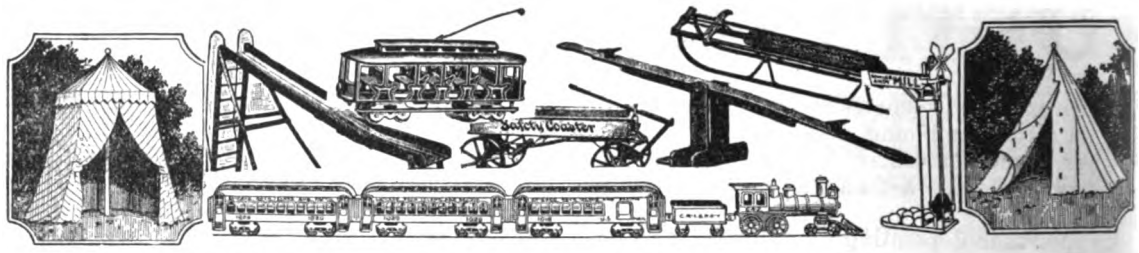
Randall & Hearne, proprietors of the Blythe furniture and hardware store of Blythe, have purchased a store at 64th and Compton avenue, Los Angeles.

The Oxnard Hardware and Implement Company of Oxnard are remodeling their store, preparatory to increasing their stock and facilities. They report an excellent business.

"The HARDWARE WORLD is one of the text books used in our store meetings."—Morris Hardware Co.

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TOYS SHOULD FILL FLOOR, WINDOWS, THOUGHTS, THIS MONTH



Hardware Merchants Large Factor in Toys

Progressive Retail Merchants Realize the Value of Toys in Drawing Trade of the Kiddies and Parents

MORE and more enterprising retail hardware merchants are becoming factors in the distribution of toys in their respective communities. Not merely express wagons, velocipedes, wheelbarrows and articles of this nature, but all toys that have long occupied a prominent place in the department store, and in fact, in even the 10, 25 and 50 cent stores.

Merchants realize that if department stores and other classes of merchants can afford to devote large space to the sale of toys, that it is a most desirable line for the retail hardware merchant likewise to feature.

Even in the interior towns merchants are realizing the opportunities thus afforded in getting in touch not only with the children, but with the parents.

Typical of this, the Ringe-Barklage Company of St. Charles makes a toy sales record every year. They sell more toys in the hoilday season, in fact during any other season, than any other store in town. Their toy department has become an important feature in their store, and the plan which they have adopted in developing it should be interesting and helpful to other merchants as well.

Getting the children themselves interested in the toy department is the plan by which the Ringe-Barklage Company achieves its remarkable success. Last year, in November, letters were sent to all children of Santa Claus age. These were sent out on special stationery, with printed headings, reading "Santa Claus & Co., successors to Ringe-Barklage Co." The word "Toyland" appeared in three places in the heading and the entire heading read:

TOYLAND TOYLAND TOYLAND
SANTA CLAUS & COMPANY
Successors to
RINGE-BARKLAGE COMPANY
All toys made by Santa Claus at his factory at the North Pole. Everybody welcome. Terms friendly.

The letter in its entirety was such an excellent piece of publicity that it is given in full:

My Dear Young Friend:

I am writing this letter to tell you that I have taken Ringe-Barklage as my partners to show you my toys this year. I am showing the largest and best line of toys that I have been able to turn out, and I want you and your pals to come and see them.

I plan to come to your house on Christmas with a nice lot of things, but you must be good, go to bed early, learn your lessons and mind your papa and mamma.

I wish you would write me a letter and tell me what you want me to bring you. You can send the letter through the mail, or put it in the red mail box on the post in front of the Ringe-Barklage Company's store.

I wish you a merry Christmas and a very happy New Year. Your old friend, SANTA CLAUS.



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Sometimes a letter would be sent to one little tot in the home and another of the same age overlooked. On being told of the fact a letter was always sent at once to the youngster who had been overlooked. The big red mail box in front of the store received the answers of the children. Over 500 letters were received last year from the children. An answer was sent to every child who wrote them, the reply supposedly being from Santa Claus. This read as follows:

> My Dear Young Friend:
> Your nice letter received and was very glad to hear from you, and I know you will try to be a very good child, go to bed early, mind your papa and mamma, and I will try to be there on Christmas day and attend to your wants as closely as possible.
> With every good wish for a Merry Christmas,
> SANTA CLAUS.

Names of the children were obtained from the kindergartens, primary grades and parochial schools. Only children just old enough to read the printed letter sent them were included in the list.

Even when a hardware firm stocks up with toys it is apt to stick too closely to hardware lines — such as express wagons, velocipedes, kiddie cars, slates, wheelbarrows, etc., and the small girl who goes with her brother to visit such a store is prone to wonder where she comes in.

Don't forget that dolls and doll furnishings make the biggest appeal of any to all feminine customers, and if you are going to have a toy department see that it contains a liberal sprinkling of dolls.

The Waby Hardware Co., Saginaw, Mich., has the right idea, for it not only stocks dolls, but last season one of its advertisements was devoted to nothing but dolls:

A DOLL FOR EVERY LITTLE MOTHER

We're giving you a Dolly Day,
Just oodles of them we'll display.
Bring the kiddies, girls and boys,
We've lots of things for youthful joys.

Dollies big and dollies small,
Dollies short and dollies tall,
Dolls that sleep and dolls that wake,
Dolls that will, or will not, break.

Dolls for babies; for dressers of ladies;
Baby sisters and baby brothers,
Cuddly ones for tiny mothers;
Dolls that squeeze — but all dolls that please.

Dolls' heads and cabs will be in line
At prices you will think just fine.

Hint 1. Wouldn't it be wise to get that dolly now, and get her dresses finished early, so she will be all ready about December 25th for that little girl friend of yours?

Hint 2. Isn't it a shame that your little girl hasn't one of our 25c to $1.25 non-breakable dollies to play with in her baby cab these days, when her old one is such a disgrace, and you are afraid she will break the one made to sit on the piano or chair?

The window they arranged to complement their newspaper advertising had all the little girls of the city with their noses pressed against the pane; for in it they showed a dolls' castle painted on the rear wall, and in front, ramparts of cardboard, painted to simulate stone.

On the terraces were shown dolls of all kinds from the grand lady to the baby in long dresses. In a corner two dolls were having tea, thus featuring dolls' furniture and tea sets. There was also a horse and a fire wagon to attract the boys, and a covered auto truck to lend a touch of the present century to the display.

A. J. Howell of Delano has recently moved to a new location.

Leverence Bros. have moved their hardware business to a new store at Slinger, Wis., which will give them increased facilities.

Carpenter's hardware store, recently opened at 2286 Tulare street, Fresno, managed by Matthew Najarian, report a very satisfactory business.

Watterson Bros., who recently took over the business of the Bishop Hardware Co. at Bishop, report a brisk business and an excellent outlook.

What was formerly known as the Neale & Gregg Hardware Company of Glendale has been changed to the D. L. Gregg Hardware Co., Messrs. Neale having retired.

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Salesman's Own Sales Gospel

Concrete Suggestions and Warnings from Thoughtful, Experienced Hardware Man Whose Specialty Is Cutlery and Who Knows Intimately Both Wholesale and Retail Problems

WE ARE ALL interested in the same subject, and this is "salesmanship." That is how we make our bread and butter, and that is the thing that seems most vital to all of us all of the time.

In discussing salesmanship, undoubtedly, first we should try to analyze salesmanship to ourselves, so we could properly appreciate what salesmanship is. I have tried to find out some satisfactory definition of salesmanship, but I have not been successful. The closest I could come to it was this definition: "Buying merchandise from a Russian Jew and selling it to a Scotchman at a profit"—that's salesmanship.

I will refer to a few notes: I have a habit of carrying my order book with me and everything I get I put in that order book. I can't get out of the habit, and I still have it here. I wonder if you try to get in that habit in the retail store? If you will take a lead pencil and your order book right with you at different times, I am satisfied you will find the same result that we all get. As you go along and mention this thing or that to the customer, he may say "I'll take that," and if you have the book right there, you don't forget it. Those are the things that give you the added business we are after.

Correcting Bad Habits

I want to draw your attention to one or two little things that happen in 99% of our mercantile institutions. The hardware stores are not alone in this, as all salesmen are more or less guilty in retail stores.

At some time some of your customers, for a good and sufficient reason, will bring in an article, either for exchange or for credit. Be that as it may, you are very glad to make the exchange according to their wishes. It is a house of service and you represent that house, and you are going to give that measure of service. You take the article and put it down, and go and get the one they want, or write a credit memorandum slip and give that to them. That is done, and it is satisfactory to them.

This is what happens to our item: It don't lay there but a few minutes until another fellow in the store who is just as busy as you are and just as anxious to give his customer good service, comes up, and there lies that article you took in, right where he wants to work, and he picks it up and throws it over there, and when it lies there a while, another salesman comes along, and that article is right where he wants to work, and he picks it up and throws it over here, and it lies there a little bit, and eventually the item gets downstairs, or goes out and is broken and damaged to a large extent, and is placed in an unsaleable condition.

Here is a loss to the institution you are employed by, a dead loss, and in the course of a period of time it is an astonishing figure to the manager of that institution. He can't arrive at any figure on the first of the year when he is making apportionments for different departments and expenses throughout the year; he can't cover it; if he did cover it he would be a poor manager for the reason that it is an error on the part of the salesman, and can be overcome by a little effort by each individual.



EVANGEL OF SALESMANSHIP

Harry Foss of the Thomson-Diggs Co. is a cutlery enthusiast in the orderly and regular course of his travels. Like a true "missionary," however, his light shines beyond the horizon of his particular conversions, and he is not confined to a single text. His experience has been wide, his resources great, his sympathies broad and his tongue is eloquent to carry his sincere convictions.

Mr. Foss was for a number of years identified with the retail trade in the Northwest, where also he devoted himself to the farm. Thus he has that real understanding of the customer's and the merchant's point of view, gained from actual experience. He knows human nature—can talk about it and put it into practice.

When the Retail Hardware and Implement Association set out to arrange a series of salesmanship meetings or "extension" service to members in every part of the state there was a wide search for competent speakers. An appeal to the jobbers resulted in the delegation of Mr. Foss to this duty, and in the last four or five months he and Secretary Smith, together with salesmen of the Cleveland Metal Products Co., have addressed 1500 retail proprietors and salesmen at thirty-four meetings.

He has served without payment and often at great personal sacrifice, making this devoted contribution to the cause of better salesmanship and merchandising "because he loves the game."

At the last meeting in the series the Association presented Mr. Foss with a gold ring, set with diamonds and sapphires, as testimony of the gratitude felt by every merchant and employe who has had the opportunity of hearing the address which we are privileged to publish first in this issue.

Alert Store Salesmen

Another little thing comes up in many stores, possibly not in yours, but in the other ninety-nine per cent: The alert store salesman—frequently it is the proprietor or the manager himself—will be out front, discussing "essentials" with a customer, such as running Europe, putting new boundaries around Germany, settling last year's baseball championship, or figuring out who will be quarterback on the high school team this year.

In the meantime some customer comes in the store who is as familiar with the stock as the salesmen themselves. He goes by and gets what he wants; as he goes out he says: "Charge this to me." The salesman says: "All right, I will." But he is so busy settling this dispute that when he finishes this important piece of business, in comes another customer whose favor you are especially anxious to secure. When you see him you say: "By George, there's Smith; I'll take care of him right away, and I'll charge this as soon as I get through with Smith."

That item in a great many instances is never charged. Therein lies another serious loss that cannot be computed by your office force or your store experts with any system you want to install. We have to overcome business losses to sell merchandise right.

Retail Salesman's Customer Assured

We can, for convenience sake, take three classes of salesmen. We have the stock, bond and insurance salesman, and we say lots of times: "I would hate to be in that fellow's place." The next fellow is the wholesale salesman or the manufacturer's or traveling salesman. He comes into your institu

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tion to sell the buyer of your store. The next is the retail salesman, the most essential link in the entire chain, so far as distribution of merchandise is concerned. Upon him devolves the fate of the merchandise manufactured. It is of chief importance to increase the consumption through proper distribution, and you are that channel.

So far as hard sales go, the stock and bond salesman has to look up a man who doesn't want to buy stocks and bonds; when your insurance salesman talks insurance, he talks about dying, and no man wants to talk about dying for very long at a time. A traveling salesman goes into a man's store to sell him something. In your position, the man comes into your store to buy something. There is where you have the easiest part of it and it is just in that way that the inside salesman should work—along the lines of selling the man in the store after he has come in there to buy something. That's what makes it easy.

Determination and Personality

We should bear in mind the vital issues that enter into salesmanship. The most vital thing that enters into a sales transaction is determination. You must have determination to start with. If you are void of determination you may be void of ambition, and if you are void of determination and ambition it is impossible to get anywhere, so the most important thing for you to have is the determination that you are going to interest the people who come into your store in the merchandise you have to sell.

The next thing is personality, a vital figure in business. We all recognize that so far as salesmanship is concerned, personality is of the utmost importance. Now, this personality is a commercial personality, not a social personality purely.

Sometimes you see a man going down the street who is immaculately clean, his clothes are pressed, and his linens are clean, and his hair is pasted down in the proper way, and the part is straight, and when you see that man you say: his is an attractive personality. That is purely physical. Now, that isn't what constitutes personality at all. That type of man might be considered somewhat the same as the young flapper we all look on and say "She's a pretty swell looker" and the other fellows say "You bet; she has a million dollars' worth of looks and a jitney brain."

So don't let us confuse that type of personality with the type that we want to get into our store, and in our salesmanship — commercial personality. That kind can be built, and it is within the power of each and every one of us to build that personality. Every one of us has personality already. The extent and value of that personality is dependent upon individual ability to work it up to a standard where it pays. You have to have a disposition within yourself to be affable and agreeable and adaptable to conditions as you meet them. That is an easy task for you and me.

Winning the Customer's Full Confidence

The next thing is thoroughly to familiarize ourselves with the merchandise we have to offer and to know its uses, for it is the use of an article that makes its value.

With the knowledge of the uses and of the value of the article, and having the affability and disposition to meet the people in the proper way, there is created from the customer to yourself a feeling of confidence. The customers who come to you immediately feel that you know what you are talking about. You are agreeable; it is no trouble for you to tell them all about this merchandise, what it will do and why it will do it. They will go away, whether they have bought or not, and say: "That fellow in that store is a jewel; I would rather buy from that fellow than anyone I know; he is agreeable. It is no effort for him to wait on me, and he knows what he is talking about. You can depend on him telling the truth, because he proves it as he goes along."

When that same customer comes back into the store, a salesman says: "Is there something for you?" and he says: "Yes, I would like a few things, but I would like to see George—or Charlie—and I will wait until he isn't busy. Thank you just the same." When that man comes in and waits for you, George or Charlie, you are a success; you have won the confidence of that man. So far as salesmanship is concerned, that is the thing that makes you — winning the confidence of your trade. Business comes to you mighty easily after that.

The Hardest Job of the Manager

of an institution is to make the personality of the institution draw people in there.

Your attitude toward the trade is a direct reflection of the management, and through you they see the entire organization. If you are indolent, poor so far as knowledge is concerned, and you don't seem to be much interested, the average fellow feels immediately that the boss is about the same way, otherwise you wouldn't be there.

The next thing that enters is tact. Without tact we can't sell. Quite frequently you meet a man who says: "Well, I am going to tell him right from the shoulder; I won't mince words about this or that; this is so and so, and I will tell them what's what." That fellow never gets very far. If you ever worked with a man of that disposition you know that he was always a back number in yours and the other fellow's estimation. He was a fellow that the customers shunned if they possibly could, and never let him wait on them unless conditions forced them to do so.

This is unfortunate, yet you can't condemn the fellow for wanting to tell the truth. Truth is mighty, nevertheless this fellow had a peculiar way of handling truth, and creates enemies instead of friends. You have to be tactful, and it is required in the selling of hardware just as much as in selling neckties or suits of clothes or hats or millinery.

Tact Is Applied Flattery

Some time ago in a small interior city I wanted some new collars. Now they say that large people are jolly, but they usually confine comments on their bulk to close friends. So I entered a store one hot afternoon and a fellow walked up and said: "Something for you, sir?"

"Yes, sir," I told him I would like to get a collar. "What size?" "Seventeen and half." Then he tactfully said: "Gosh, that's a big collar; I haven't got it in stock." I didn't make me feel good at all. Even if it is necessary to buy a horse collar to get one to fit, I don't like to have them rub it in. He had other ways to say that, and you and I can handle fellows that come into our store in the same way, right or wrong in tact.

Selling Not Sympathy

If a man comes in and looks at a range, and immediately begins to apologize for his inability to own that range, why sympathize with him? Why not sell it to him? Flattery has sold more high priced cars than anything else. The fellow first owned a Ford, and then the man with Packards to sell had the nerve to talk buying his car and he immediately swelled up and bought a high priced car. If a man comes to the average of us to talk Pierce Arrow we feel just as complimented as the nigger whom a man asked if he had change for twenty dollars. He said: " 'Deed I haven't, but I appreciate the honor just the same."

A few years ago we can remember looking up the street and seeing on one corner a store with a mortar and pestle hanging over the door; over on the other side was a large boot hanging over a store; over here was a large watch, and over there was a great big papier mache gray horse. We never stopped to think to see if there was any name on that store; we knew that was a drug store, a boot shop, a watch repairing shop, and a harness shop.

Imaginative Appeal Attracts Attention

What does that tell us? It shows us conclusively that from the beginning of commercialism, in order to

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arrest attention you have had to appeal to the imagination, and it is just as true today. We have greater avenues of appeal today than our predecessors had in days gone by, and we are making use of them, but how? We have our store windows, and the store windows today make possible the greatest appeal to the imagination. The windows of the store are the eyes of the store, just as your eyes are the windows of your soul. They reflect the character of the management just as your eyes disclose the very heart of you.

If your window is slovenly, unkempt, rather discouraging to look at, the implication is true of the management and everybody in that store. You have gone down the street and felt the same way about the other fellow's store when you looked in the windows and noticed these things.

Other times we go down the street and see a hardware man who is ambitious. He has everything in that store window from "soup to nuts," and if he had groceries they would be there, and if he had millinery that would be in that window, too. What do they tell us is the most successful use of a window?

We do not get the most satisfactory results from our window displays when we have a conglomerate mass in that window, because it does not direct thought; it doesn't leave any kind of impression upon the mind of the person who looked in that window. Therefore, our time and our energy were wasted to that extent. So far as salesmanship is concerned in the institution itself, if the window has one thought and that thought is properly expressed in the display of that window, it will arrest attention, and people will come into the store. That is the idea of putting merchandise there, and if they come in, that gives the salesman his opportunity that he has sought.

See for yourself in the city how our large stores have worked out a certain thought in every window. When that thought was expressed they quit and left something for the public to think about—the thinking that puts dollars in your pockets. You have to get those dollars. Let's try to work on some definite simple idea, so that when the people look in the window they will see that we had a thought when we dressed that window.

Sales Begin When Suggestions Are Made

How to handle the customer after he comes in—that's another hard thing for us to solve. We have been told to meet and greet the customer when he comes in, so as to give him some attention. That is the truth; there are many hardware stores where the sales force in the store is absolutely indifferent to the customer who walks in, hoping to buy something. Instead of a salesman going up to that man and trying to take the money from him, that man has to come and beg you to give him some of the merchandise. The condition is all wrong; you shouldn't give him time to think as long as he is in that store.

When a man comes up and gives you a list of his wants, you enumerate them one after the other. At the end you figure you have made a $200 sale and you are all "blowed-up." After the manager of the store sees this item and that item and enumerates them one after the other and checks up and finds that that man asked for every item on that list, asks "What did you sell him?" "You never sold him an item; that man came in and bought every item, took that merchandise away from you and he almost had to argue you out of some of it at that."

When a customer enumerates the items, he hopes the salesman will have enough intelligence to mention something else he might want. That is service; they expect it from the store. Mention one, two or three items associated that you know this customer can use. The customer may say: "I am glad you mentioned this; I don't want that so much, but it reminds me that my wife told me to bring such-and-such home, and not to forget it."

It is this repetition that puts real profit into the business, because that first, second, third or fourth item that that man took out of the store on your suggestion went out of the store at a greater rate of profit than any piece of merchandise any customer might specify. All the expense is on what he asks for, and the profit is on what you sell him. It is the repeat business, the turnover of stock that pays the profit. If you don't sell the merchandise you don't get a turnover, because the customer is only interested in the thing that comes up right now.

You have to do the anticipating. You don't wait until winter is on you before you buy the coal; you anticipate a little coal. You don't wait until you are being driven out by flies and mosquitoes before you get a little screen cloth. You can go right through the house and you will find that all these little different things are anticipated by man. Now, it is up to you and to me as store salesmen to help him do some of that anticipating. You find the successful merchant anticipates and has the merchandise when the sale is ripe. He didn't wait until a man asked for it and said: "I will get it for you." You and I must help that man anticipate.

Helping Customers by Looking Ahead

Our rural merchants—it is more applicable to them in this one line,—find this: that he who goes out and asks the man for the painting job gets it, and the fellow who sits down waiting for the man to take the paint off the shelf doesn't get a turnover on the paint stock. So the little fellow, when he sees Jones out here putting up a barn or an addition to his house, goes out and comments on the nice place he has and says, "Let me fix you up with the paint" and of course, in order to make matters good he suggests that the whole house be painted, knowing that if he starts on a big enough figure he is sure of a sizable order. You can come down the ladder easily, but it is hard to go up. We must show our customers through our knowledge of the merchandise just what is best for them to have.

If a man comes in and you have only sold him the items he had on his list, you might as well have a "hardwareteria." I don't see any use having salesmen; it is a lot of expense. He goes and picks up two teaspoons and wraps them up and says "Fifty cents," and goes up to somebody else. That man could very easily pick that out of stock himself and hand it to a young lady who would wrap it up for him, and eliminate the sales expense. You and I are in the store to sell something else, and that doesn't mean simply to fill the order or take the items from the want book.

When the traveling salesman comes in, you go through your want book. Does he walk out and say "All right, I'll see you tomorrow?" What about the man who comes from the factory, after you say, "Well, I will probably take a hundred or two hundred wash boilers, or possibly a gross of wash tubs!" If he won't be back for sixty or ninety days—does he say, "Much obliged"? Absolutely not. He waits till you are through; then he tells you about some special items he has that you should have in your stock. He tries to show you why you should have them, and the profit there is in that item. A great many times you buy them. That's what he is getting paid for; that's the "kick in the game of salesmanship."

If you eliminate that figure, if you take out that kick that there is in salesmanship,—selling a man something he didn't ask for,—you have lost lots of the fun. That's the real fun. When a man says "No" and you are determined "Yes"; you have to use your energy but when you are through you are pleased with yourself. Those are possibilities that you can and must make use of.

Dead Stock Means Sleeping Salesmen

A lot of times in a hardware store a store manager or salesman in the store may say "That's dead stock." Now, in a hardware store there is no such thing as dead stock. If there is anything dead about that store, it is

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the salesmen, not the merchandise. Merchandise is made to sell. Every piece of merchandise on the market today is made for a certain purpose. You are salesmen and you must know what that purpose is. The buyer of the institution has bought it, and put it on the shelf, and we must sell it, because he can't buy it and sell it and make the checks, too.

You and I have to take and figure just what the items are as they come in. A salesman who comes into the store should try to explain to the salesmen in the store the uses of a new article, and the advantages of that article. Ninety per cent of the salesmen are tickled to death if you will listen to them, but in a great many instances the salesman comes in and wants to see the buyer; the buyer rushes him because he figures that he can discourage him, for that's the way we are discouraged in a retail store. The buyer takes this salesman and hurries through the line, and maybe the fellow is a sticker and succeeds in taking an hour of that buyer's time, and when he lands the order he walks out. The merchandise comes into the store, and after it has been opened in the receiving room and brought in on the sales floor, and the boys say, "What is that thing for? What do we want that for when we have got a dozen over here already, only a different kind."

As a result, that item the buyer bought doesn't move. That failure is partially the buyer's fault, and it is largely the salesman's fault, because the salesman who sold the article lost the big point or big view of that sale. The sale you may make the first time you call doesn't count for much; it is the reorders on that sale that show the real profit, and that is what pays. It is the reorders you want. It should have been a part of that salesman's duty to see all the salesmen in the store and familiarize them somewhat with the article he had to offer, so they would be sold on the line just as he and the proprietor when he bought them. That makes it easier for the salesman to sell it, and that gives them a turnover on that stock. If the buyer can't get a salesman to do that he must do it himself. When he eliminates the opportunity of having someone doing it for him, he is inviting that much work for himself.

Turnover Increased by Sales Effort

Some of the stores—possibly some of you do it here—have semi-monthly or monthly sales meetings. Some of them get department managers together semi-monthly, or once a month get their sales force together and discuss the merchandise they have in the store, its advantages and its disadvantages. Statistics show that the turnover in such stores is tremendous. It is hard to figure out just how much the store should turn over its stock, because it is the local condition that governs each one, but we do know we must get a sufficient turnover to justify our expense on our margin of profit.

When a customer comes into the store and we have the knowledge of merchandise as salesmen, we must use that knowledge of the merchandise we are trying to interest the customer in. A woman comes into your store and you try to sell her an oil stove. You demonstrate it; you show her the advantages of it, how it goes and what it is made of. She may forget all this very soon, for it is the performance of that stove the woman is interested in. You demonstrate that performance yourself, and she appears somewhat satisfied. But you haven't yet made the sale. She may go out of the store saying she will come back later. Speaking in the vernacular, when she says she will come back, that is just kissing you good bye. Use your tact, your personality, your determination to make this sale, to win her confidence. Then just simply take her over to that stove and tell her, "Now, you light that stove; see how easy it is; I won't touch it. You saw how I did it, now you try it yourself," and if she speaks about the draft, you say, "Try it, you be absolutely satisfied yourself."

What have you done to her? There is a possibility this lady never operated an oil stove in her life. She was never sold on an oil stove, but this time you put the match in her hand and insisted on her operating that stove. The fellow next door to you can have fifty makes of stoves, but his chances of making a sale are hopeless. She operated the stove you have and she knows more about that than about the fifty he has, and nothing can drive her away from that one thing she does understand.

Sense of Touch Governs Sales

When you are making a sale, you have to get your merchandise into customers' hands so that they enter into the transaction with you. When they get hold of the goods, your article talks for itself. You can't lie about hardware; you might think you can, but you can't do it. You have to be absolutely open and above board in selling hardware, because all items in hardware, as soon as they are put to the test, begin talking for themselves, and they tell whether you told the truth or whether you exaggerated the truth.

You know in hardware we are dealing in known quantities, not a hidden value. The use shows the value. So you must insist—and it takes very little insistence on your part—that the customer handle your merchandise. You know how easily you are lead into that yourself. When you are buying something the first thing you want to do is to pick it up and handle it. A man comes in and is interested in a pocket knife. Can you sell that pocket knife lying under a fine cut glass case, with all those high priced lights—probably $150 to $200 it cost for the case? Can you sell it by saying "This one is $2.50, and this is $4 and this is 25 cents?" Do you think he will buy it that way?

No, you have to take it out. The first thing he does is to open the knife up. He doesn't know anything about it, but he takes it and feels it all over and feels the edges of it, and if it has a nail file he tries it out. If he doesn't buy the pocket knife you have to be careful before you put it back in the show case so it doesn't rust. The first thing for you to do is to get a number of knives out where he can get hold of them. You try to show the best knife at the start. If you show the cheapest at the start your customer loses confidence in the good ones. You know when you start on a man with the cheapest line, he is scared of the rest of the line, no matter how well it shows up.

Sometimes we hear of things that can't be done. The fellows say, "It's old stuff, it can't be put over now." Everybody is in a hurry, we are in a mad rush; we have to put sales over quickly, we have to get home quickly, we have to get up quickly—everything has to be done quickly. But the mills of God grind slowly. Remember that with all of your speed and hurry you have probably wasted seventy-five per cent of your energy; you run away from business when you run away from your customer, trying to get other business. When you have a man there, that's the man to work on. That fellow has come in to buy and he will wait a few minutes. Be sure you have sold him all he will take, because then you can rest assured he won't turn into the store next door and finish his buying. If he does, you are to blame.

It is a question of perseverance and energy, interesting people in what you are interested in. You have to enter into the transaction yourself. Of course, you can't sell everybody, and you have to use your head. You know that you can't handle two people alike. You can't sell the same man twice in succession and sell him the same way; you know that by your experience. You have to use your head; have determination and personality and use tact.

Cutlery a Most Profitable Item

Cutlery sales are the "gravy" in the business. Cutlery pays a handsome profit and we want that line of business. Cutlery has to be sold just as intelligently as any other line of merchandise. It is true that half of us who sell it don't know much about cutlery, but seventy-five to ninety per cent of the consumers that buy it know less, so why should you let a customer

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know that you don't know anything about it? It is within your power to take a piece of cutlery and so demonstrate it to your trade that they will have the utmost confidence in your knowledge of the article, regardless of the quality of cutlery.

In your store you handle the best cutlery that is made. There is no better cutlery manufactured today than that which you have to sell. The reason for that is evident in itself. You men know that most of the cutlery is made in centers where a workman who is dissatisfied today goes to another manufacturer. It is the same piece of steel, the same process of assembling the knife and finishing, the same process throughout, so why is there any difference in it? You should never feel discouraged over the fact that your institution doesn't have the brand you particularly like, because that probably has no decided advantages over the one you have at the present time. You have to have confidence in the merchandise. It is just as essential for the merchant and salesman to have faith in the merchandise he has to sell as it is for the preacher to have faith in the gospel in order to put it over successfully.

With cutlery the greatest avenues in the world are open to you to increase your sales. It is the easiest line to sell, because there is no home today filled up on cutlery. They may be filled upon nails and rope, hammers, hatchets, and chisels, but not cutlery. I don't care if they have a hundred knives, they can use another one, and it is up to you to show them why. You must try to get acquainted with your customer who walks in to do business with you. Now, it is very easy to say, "Mr. Brown or Mr. Smith, or Mrs. Smith," whichever the case might be, "I would like to show you a new item"—we all want to see new goods. You don't have to tell a man you have a new axe.

To Sell New Goods, Show Them

It happens to be a knife, and you lay the article before him and immediately it interests him. We all like cutlery, and every time a man comes up and opens a roll of pocket cutlery, we see a knife that we would like to have, and it appeals to us, just as it appeals to the other fellow. Different methods have been used in selling cutlery, so as to create new interest in the consumer on cutlery, and the greatest thing in the world is to get the man to compare what you have to offer with what he has, and he sees the weakness of what he has. When a man wants, that creates desire, and when the man desires, it is as good as sold. For the pocket cutlery will just about take care of itself. In a great many instances you walk into a store and talk to a man about carvers, and the first thing he sees is a Christmas tree with a lot of holly wreaths—carvers as a holiday item. The merchant or individual or salesman that has it in mind that carvers are a holiday item, certainly doesn't have a set in his own home, and if he doesn't he should be the first one to buy one to learn the uses of a carving set. When you once experience the uses of a carving set yourself,it will be no effort to start in the following morning and see that everybody who comes into your store has a carving set. When you sell a carving set you have done more than selling a keg of nails, because you make a profit.

With carvers there is a great degree of misunderstanding. A merchant or store salesman may say: "I can't go after that fellow on this line, because the line we have isn't flashy enough; it doesn't stand out big enough." Now, regardless of the line or the quality of the cutlery you have, let's find out how it is made. If it is a genuine stag handle you have, that's the big advantage. When you wait on the customer that's the subject you can bring up to him—genuine stag handle, sterling silver mounted. Supposing it is bone or something of that kind, your talk is the same—it is a genuine boar's tusk, and it is imported—you give your talk along that line.

All your talk so far is of the handle. You are forgetting all about the knife. You are trying to get fifteen or twenty dollars for a handle and that's pretty hard to do. Other fellows may be less fortunate. They have a knife the proper shape, sterling silver mounted—but it is an imitation handle and they are afraid. If it is an imitation stag handle, it is the best in the world. You should sell that knife.

Learn from the Jeweler's Plush

When you go to a jeweler's store and ask for an Ingersoll watch, he goes into a show case and lays out that little padded piece of plush he has and puts the Ingersoll on that plush, and displays it the same as he would a $250 ring. He goes through the same motions in making that sale, and when you look at it you find it stands out by itself. We advocate among the hardware salesmen that you use just as much tact and just as much care in putting over a sale of sharp edged cutlery as if you were selling jewelry. It has this effect: Suppose you have half a dozen knives and you grab them and slam them out and show them to somebody all in a heap. There are cases where a fellow really handles his cutlery that way, throws knives on the counter. If you were a buyer and saw him handling it that way, you would think it was cheap junk. If it wasn't, he wouldn't handle it that way. Instead, have this piece of plush, and when you show a piece of cutlery, lay it down with care. If you are careful in the way you handle it, so that it reflects value, it has a psychological effect on the customers.

After you have laid the cutlery before him in a proper way, you demonstrate the merchandise. On genuine boar's tusk or genuine stag, they say, "Will the blade come off from that handle?" You say, "Yes, sir, it will come off"; there is no use lying, it will come off. It is nothing against the knife, but you can't make the handle stick. If it lies in water where the lye can get any action on it, it will come off. You may put the blade back and have it re-cemented, but it is going to come out again.

You take the manufactured stag handle, the imitation which all the cutlers have and the customers ask if that is genuine, and you say, "No, ma'am, it is not, but can you tell the difference?" "Can you tell me which is genuine and which is imitation?" She will compare the two and say "No, I can't see any difference." And you say, "Just take that knife and feel it, and take this one and feel it; do you feel any difference in the balance?" "No, I don't." "Do you feel any difference in the shape of the handle?" "No, I don't, it is the same." "Well, this is an imitation stag handle, and the blade will never come loose from this handle. It has sterling silver mountings. So far as the blade is concerned it is a true blade."

Specially Tempered Steel

You who follow the cutlery as a specialty in your store know that there is no higher grade of steel used in the manufacture of any commodity than the quality of steel that is used in cutlery, especially carving knives. The steel is tried out for its elasticity and for its temper. A carving knife is made under the same principle as a razor. A barber will want a razor which has to be stropped up four or five times, and sometimes he will stop in the middle of a shave and sharpen it, and if you ask him how he likes it, he will say it is the best one he has because it takes an edge quickly. Now, a carving knife is built on the same principle. It is not hard. That is why you get the steel with the carving knife, because you are supposed to use it frequently. If you will tell the customers to draw it on the steel and give it a few little touches, that knife will always hold an edge. So you can put over the sale of carvers regardless of the make that you have if you will just display a little interest in the merchandise yourself.

Turning to butcher knives, I know a hardware merchant in a small Northern town, and I believe he is just as wide awake as any hardware merchant in the United States today. There is nothing gets by him, and if it is hardware he knows it. If there is value there he

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knows it, and that little fellow, some of you may know, is Charlie Hallowell. That man is anxious for new things in business, and he will try out ideas as well as new goods in his store. He had a stock of butcher knives in a show case full of knives of every description. Lately I looked at the case and saw it was empty, and I said, "Where are all the butcher knives?" He said, "I have them."

Learning from Jobbers' Salesmen

He had a display board on the wall with only a few knives. You know a display board is all right, but the customer wants to handle them and get a feel of them, and you might as well put a sign up "Do not touch." He had that so as to attract attention, and it did its work wonderfully well. He had noticed that whenever any of the hardware salesmen came into his store and he wanted a half dozen or a dozen butcher knives, before he got a chance to say another word the sample roll was open before him. There were a whole lot of butcher knives staring him in the face. There were a few numbers in there he could use, the price was right and he bought more butcher knives than he had intended. So he got a roll and put in it a sample of every knife he had, including paring knives and other knives and forks. The stock is limited, but the roll does the work.

Now when a lady comes in the store to buy a butcher knife he doesn't say "What kind?" He takes out that roll and spreads it on the counter, and says to her, "Now, what kind of a knife would you want?" She will say, most of the time, "I just want a cheap butcher knife, something to have in the kitchen to cut up with, I don't want anything expensive." He goes on and takes out a knife and says, "That is thirty-five cents," and she says, "That is cheap enough." She looks at it, but she doesn't like it, and she doesn't look at it more than a second. There are many butcher knives displayed there before her in a tempting manner, and because they are properly set off, she sees the comparisons. Pretty soon she spots a knife down here that has a pretty handle, and she says, "What is that worth?" He takes it out and tells her of the superior finish, the balance properly made, and the blade hand ground. "Well, what is it worth?" and he says, "That knife is worth a dollar." She looks it over, and then she looks at the other one, the cheap one, thirty-five cents—"I will take that dollar one."

The knife is sold. But the clever salesman looks further: "Let me have that knife a minute. I will sharpen it up for you a little. I bought two hundred of these sharpening stones." He bought them for nine cents apiece and he was putting on a special sale of them with knives at thirty-five cents. So he takes the knife and gives it one or two passes over the stone, and walks over here where he gets a piece of heavy paper that you can cut with a piece of baling wire, and he goes down through it with that knife, and she says, "It certainly is sharp now, isn't it? If you will take your steel before you use the knife and give it a couple of licks, and put it away again, that way your knife is always sharp." So she says, "I don't have one; what is that worth?" "That is thirty-five cents" and she takes it.

Without wasting any time and without adding any expense he is just making it easier for that lady to buy her merchandise, and she is going from a cheap grade of merchandise into a better class of merchandise, and he has increased that sale from thirty-five cents to a dollar and thirty-five cents. In this case it is profitable, and in other cases they have found it likewise profitable. Don't confuse this thought with the idea that you are to do away with displays of cutlery. But the idea is to get it altogether, so that the people can handle the goods they come in to look at.

Clerk Fixed Expense — Salesman Investment

You are the most vital link in this chain of the proper distribution of merchandise; it is within your hands. The manufacturer can't go from door to door and ask the lady if she will buy some of these pans today, and the paint man can't go around and ask if she will buy some paint; they are giving these commodities to you to sell at a profit, so you will create the channels of distribution. There is a huge difference between a store clerk and a store salesman: A clerk is a fixed item of expense and a store salesman is an investment paying dividends. The more dividends you pay on the investment that is made in you, the more returns you get for the energies that you set forth.

We all realize that is the one essential thing in salesmanship. If you are not selling merchandise, you don't get credit for what you try to do. It is like a machinery salesman who said, "I did a great deal of work," and at the end of the year the old boss, with stern features, looked at his record and says, "Yes, your work has been all right, but there's no figures down alongside your name."

That's what we have to watch—the figures on the other side of our name when the year is up. We can't get there by cussing the boss or the prices, or finding fault with the class of trade we have to wait on. You have to create sales and show a profit on the sales in order to get ahead, either in your own business or that of your employer.

TODAY'S RELIGION

Religion is not a collection of creeds,
Theologies, dogmas or rules,
A burning of incense, a prating of prayers,
Or ecclesiastical tools.

Religion is not singing psalms by the hour,
Nor mumbling your prayer-book all day,
Nor reading the Bible, nor going to church—
Though these are all good in their way.

No! religion is vital, religion is life!
Full of impulse which flows from the heart,
Which scorns all hypocrisy, snivel and cant,
And is honest in every part.

Religion is telling the truth in a trade,
Without even counting the cost,
And having the courage to stand by the right
Though fortune and friends may be lost.

Religion is thirty-six inches per yard,
And sixteen full ounces per pound,
And sixty whole minutes of other men's time—
Not watching those minutes roll 'round.

Religion is meeting the world with a smile,
Then bringing a bright smile back home—
A joy to the loved ones who wait for your step,
No matter how far you may roam.

Religion is turning your back on the wrong,
With a prayer in your heart to do right;
Then stepping forth boldly to conquer yourself,
With your face ever facing the light.

Religion is giving a bright word or more,
To those whose dark clouds hide their sun;
If you've got the kind of religion I mean,
You will hear the Great Master's "Well done."

PREFERS HARDWARE WORLD

Editor HARDWARE WORLD:

I am enclosing renewal for my subscription for six years. I am 70 years of age and have been in business a long time, but I always find something new and helpful in the HARDWARE WORLD.

I take four other hardware journals, but find the HARDWARE WORLD the most interesting. I hope you and your staff will have a most prosperous existence and long years of usefulness.

Kentucky. G. W. ANKERMAN.

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Hamp Own

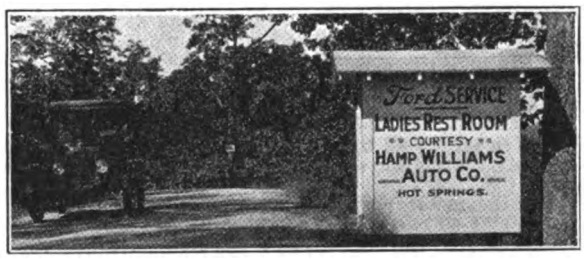


Williams' Page

Community Thoughtfulness

Fellow HARDWARE WORLD readers:

At a high point where the road curves on the highway between Hot Springs and our capital city, Little Rock, we have placed in a conspicuous place a small house, 4 x 6 feet, 8 feet high, substantially made of dressed lumber and paint-



ed three coats white. On each side we have a sign painted in large black letters, shaded with red, the following words:

Ford Service
LADIES' REST ROOM
Courtesy
HAMP WILLIAMS AUTO CO.
Hot Springs

While the sign was being placed upon this little structure, which is complete in every detail, sanitary, etc., there were at least fifty passing autos stopped, spoke to the painter and said that it was the first thing of the kind they had ever seen and complimented the idea highly.

We shall from time to time place small cardboard signs on the walls inside advertising Ford cars, auto accessories, etc.

We regard this as service, not only for an automobile business but for any other kind of business. Especially would this appeal to the tourists and citizens of the prairie country and where most of the land is under cultivation, large plantations and few towns.

Of course, this is an entirely new proposition. I have never heard of one before this, but I think it will get to be a very popular advertising scheme when once appreciated and made public. There is not a public comfort station between our city and Little Rock, a distance of 60 miles, except the one we have erected.

The material and erection of the house and painting the sign complete cost us $53.00. It has been up one week and we have heard from it many times.

In this connection, our roads are lined with signs reading: "..... Miles to Hamp Williams' Ford Station, For Road Information." This keeps the travelers thinking of us as merchants who are rendering service at some expense to ourselves and proposing to render still more service if given an opportunity to do so. No one in the country knows the roads leading in and out of Hot Springs better than we do.

INFANTS IN SALESMANSHIP

Some salesmen belong in the kindergarten department. They depend on their looks, which I admit count for something. Some rely on their acquaintances or friends, and that's a great help.

A real salesman adds to all this—knowledge. After all these qualifications are combined into one person, he becomes a real salesman, one who does not have to rely on his looks or friends altogether to sell his goods and wares.

There is nothing that fortifies confidence like knowledge, and nothing strengthens you so much as confidence in yourself and your goods. Oftentimes you miss selling your best friend because you do not know your goods. He says your goods are too high and you are not sufficiently informed to refute that statement. He says your competitors' goods are better than yours, and you can't show him to the contrary. On the other hand, your customer knows more about the goods you are offering to sell than you yourself know, and that's why we are oftentimes failures as business men and merchants. Yours in the profession,

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YEARS WEIGH LIGHTLY ON LEE MADDEN

We have always held that there is an element in the hardware business that tends to keep man young and happy, yet among Stover hardware specialties there must be a double potion of the famous cup of youth, which Ponce de Leon is said to have sought in vain. At any rate, Lee Madden, general sales manager of the Stover Manufacturing and Engine Co., Freeport, Ill., is one of the youngest men in appearance and spirit we have ever met—with a business age of twenty-five years' experience. It is immediately said of him, "At what tender age did he enter the Stover works?"

Perhaps there is a part explanation in his boyhood on an Illinois farm — a good, sound, healthy start. Since he entered the Stover office, unfailing youth has rewarded his energy, his application, his keen appreciation of broad, general sales problems, most of all his good humor and sympathy with the salesmen under him and the customers before him.

The Stover company is celebrating its sixtieth birthday this year, so that the parent has inspired the son in this case. The early products included bicycles, barbed wire machines and others unknown to the present Freeport plant for many years. The present principal Stover lines are engines and windmills, feed mills, ensilage and alfalfa cutters, pump jacks, hardware specialties and fireplace goods.

Mr. Madden directs in general all sales in all territories. Under him are many salesmen in the various departments. For instance, the Western trade is handled genially and handsomely by W. S. Walker, who covers an immense territory in spite of his name.

In a tour of the company's sales connections covering the entire country, Mr. Madden has found encouraging conditions everywhere, so that the Stover point of view for the coming year will be distinctly optimistic, with plans for steadily increasing production.



C. C. HARRIS AND P. P. P. PACKING

In his 16 years with the Quaker City Rubber Co. in the sale of mechanical rubber goods, C. C. Harris has made "Friends" everywhere, and since there is no more thorough-going "Quaker" disciple than he, we might suggest that he is both Prophet and Penitent of the Quaker faith.

Mr. Harris first entered the Quaker fellowship in Chicago, under J. T. Moore, at present general sales manager of the company. At that time Mr. Moore was Chicago manager and Mr. Harris came as an office assistant. He "took" to selling like packing to the rod, and Quaker City products have been at his tongue's end ever since.

When Mr. Moore went East to direct the national sales of the organization, Mr. Harris remained in the West, and he has been working further West right along. For a time he made his headquarters in Denver and visited the jobbers in the Western half of the United States three or four times a year. The activity of his Far Western jobbers has since drawn his headquarters to San Francisco, but he makes his territorial visits and Philadelphia trips as usual.

Among the Quaker City leaders are always Daniel's Patented P. P. P. Rod Packing and Ebonite Sheet Packing. There are also lines of hose, both smooth and corrugated, rubber belting, packing, car springs, tubing, valves, mould work, gaskets, etc. Quaker cord and fabric tires are sold through a special organization, the West being in charge of L. G. Lehousse.

It is the policy of the company to distribute through the jobbing trade and the largest and most enterprising Western hardware and rubber supply jobbers are among those carrying a Quaker stock.

The La Puente Valley Hardware store at Puente is a new enterprise, of which J. W. Hudson is the proprietor.

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"EQUAL QUANTITY, EQUAL PRICE TO ALL," SAYS THE FEDERAL TRADE COMMISSION

Some weeks ago in one of these articles I suggested that the time seemed to have come when the wholesale dealer could no longer expect to have any advantage simply because he was a wholesaler. In other words, whenever the question was arising the courts were denying him the rights to which he had always considered himself entitled, viz.: the exclusive right to buy direct from the manufacturer, and a lower price, because he was a jobber, than a retailer even if the latter bought the same quantity.

The reports of two new cases are before me which show that the jobber must henceforth take his place on precisely equal terms with any other buyer—retailer, or cooperative buying exchange, or even consumer who buys the same quantity and otherwise complies with the manufacturer's terms. And it is now the law that the jobber who attempts to get any additional advantage for himself, simply because he is a jobber, will be punished.

The first case is that which the government brought against the Wholesale Grocers' Association of El Paso, Texas, and several individual wholesale grocery firms. The prosecution was begun by the Federal Trade Commission, and charged that the above concerns had conspired together to prevent the Standard Grocery company from getting goods from manufacturers. The Standard company operated six retail stores and had begun to buy direct from the manufacturer. Whereupon the jobbers named, believing that a retailer had no right to buy of anybody but a jobber, set on foot the usual plans to keep manufacturers from selling him. What they did, in a nutshell, was this:

1.—They told manufacturers that they, the jobbers, would boycott them if they sold the Standard Grocery company.

2.—They told brokers that if they took any orders, for manufacturers, from the Standard Grocery company, they, the jobbers, would boycott them.

3.—They worked every other plan they could think of to prevent the Standard Grocery company from getting its goods direct from manufacturers and to compel it to buy through jobbers.

The Federal Trade commission found the jobbers guilty. Their only defense, really, was that granting they had done all they were charged with doing, it did not amount to unfair competition and was not illegal. The jobbers appealed to the United States Circuit Court of Appeals, which is the highest court in the land next to the United States Supreme Court, and the Circuit Court has now handed down a decision affirming the decision of the Federal Trade commission, finding the jobbers guilty of unfair competition as charged. In the decision the court made it clear that any jobbers who did not like the practice of a given manufacturer selling a retailer, could himself boycott that manufacturer if he chose to, but he could not conspire and combine with other jobbers to cause a general boycott:

Whether the conduct of the petitioners comes within the meaning of the art declaring unlawful "unfair methods of competition in commerce" is a question of law presented for decision by this court. That conduct was concerted action having for its object the putting of a ban upon manufacturers supplying their products at jobbers' prices and terms to a dealer doing or endeavoring to do both a wholesale and retail business; a result of the success of such concerted action being to cut off such wholesale and retail dealer from sources of supply available to dealers whose business is exclusively wholesale. The facts of this case are quite similar to those passed on in the case of Eastern States Lumber Association vs. United States. It was held in that case that the circulation of a so-called official report among members of an association of retail lumber dealers in selling direct to consumers tended to prevent members of the association from dealing directly with the listed dealer referred to in the report and to directly and unreasonably restrain trade by preventing it with such listed dealers, and was within the prohibition of the Sherman Act.

What the associated jobbers severally did went beyond each of them refraining altogether or to a less extent from buying from manufacturers whose products were sold directly to the Standard Grocery company. They combined and cooperated with others to keep manufacturers willing to do so from selling their products directly to the Standard Grocery company, and by that means to obstruct or prevent that company from competing as a wholesaler in territory sought to be appropriated by dealers not doing a combined wholesale and retail business The combining of wholesaling and retailing is not a novelty, and is not unlawful. The success of the concerted action participated in by the petitioners meant the monopolizing of the wholesale grocery business in the El Paso territory by dealers not engaged in retailing.

We are of opinion that the practices forbidden by the attacked order were "unfair methods of competition in commerce," within the meaning of the provision of Section 5 of the Federal Trade Commission

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Act, because, in the circumstances disclosed, they were against the public policy evidenced by the Sherman Act.

I understand that the Federal Trade commission, encouraged by the Appeal Court's affirmation of its decision in this most important case, will now bring other cases against similar situations in various lnes of business. One has already been brought against eight Atlanta (Ga.) wholesale grocers and the Atlanta (Ga.) City Salesmen's association. It is a case almost identical with the El Paso case, the charge being conspiracy to prevent the Unity Grocery company, a chain store concern, from getting goods direct from the manufacturer. As in the El Paso case the jobbers and the brokers worked together to compel the manufacturers to say to the Unity company, "You're a retailer and we can't sell you. You'll have to buy from a jobber." The Federal Trade commission has already brought the case against the Georgia jobbers and no doubt the result will be the same.

As I read these decisions, they establish the principle that jobbers may not concertedly bring pressure to bear on manufacturers to induce them to refuse orders from anybody but jobbers, just as an organization of retailers could not concertedly bring pressure to bear on jobbers to induce them not to sell consumers.

GEO. D. RICE, SALES MANAGER

George D. Rice, formerly of Oswego, New York, has accepted the position as sales manager of the National Brass Company of Grand Rapids, Michigan, with which he has been connected as sales agent for New York and Eastern states since the company was organized, twelve years ago.

HAMP WILLIAMS AGAIN HONORED

Hamp Williams was elected president of the Arkansas Forestry and Game Association at its recent meeting. The association was formed temporarily several weeks ago for the purpose of promoting interest in the wild life and forests of Arkansas, and to conduct an educational campaign for their preservation, and the people of Arkansas felt that Hamp Williams was the man to head the association.

A CLEVER HARDWARE FAKIR

Recently a neatly dressed man stepped into the Hub Hardware Store and said: "Here is a vise I recently purchased and I cannot use it, but will need some other material. Will you let me have a refund?" He gave the manager a card reading "Frank Henderson, Architect, Stewart-Henderson Construction Company, Chicago."

He was offered a credit slip, but he asked to take a watch in part payment of the refund and did so.

A little later he called at another store with a pair of shoes, which he said he could not use and wished to return and wanted some boots later for the men in his construction camp. He was given a refund of $4.50. Later it was found that he had cleverly picked up the merchandise as he entered the store, and really never purchased it.

He practices the same game on other merchants; be on the lookout for him.

L. E. CRANDALL HEADS WINCHESTER-SIMMONS SALES

L. E. Crandall, vice-president of the Simmons Hardware Co., has been appointed general sales manager of the combined Winchester-Simmons Co.

Mr. Crandall entered the retail business in 1902 with the Churchill Hardware Co., Galesburg, Ill. He joined the Simmons Hardware Co. 18 years ago. For three years he traveled Northern Illinois and made a successful record as a salesman, which took him to St. Louis as a sales manager. Since that time he has been identified with the sales end and for several years past he has been in charge of the firm's sales force.

Mr. Crandall's office will be at New Haven, Conn., the headquarters of the Winchester-Simmons Co.

George W. Simmons, vice president of the Winchester-Simmons Co., becomes general manager of the Central Division, and Frank A. Maycumber, sales manager of the Winchester Repeating Arms Co., has been appointed general manager of the Atlantic and Pacific Divisions.

The Winchester Repeating Arms Co. is now owner of the controlling interest in the capital stock of the Roanoke Spoke and Handle Co., Roanoke, Va., and also the Mound City Paint and Color Co., St. Louis, Mo. The Simmons Hardware Co. has bought the controlling interest in the recently organized Winchester-Simmons Co. of Chicago. These transactions, it is said, are in line with the policy of turning over the manufacturing end of the combination to Winchester and the distribution end to Simmons.

DOLMAN MFG. CO. ORGANIZED

We learn that Guy W. Donahue has resigned his position as president and sales manager of the Victor Saw Works, Inc., of Middletown, N. Y., to engage in a business of his own, together with his old associates — William F. Pollock, formerly general manager, and Chester C. Jackman, formerly factory manager of the old Victor Saw Works.

The new company is known as the Dolman Manufacturing Company, Inc., and is located in Springfield, Mass.

They plan to make a line of superfine tools. The first of these, the Dolman screw driver, is already on the market.

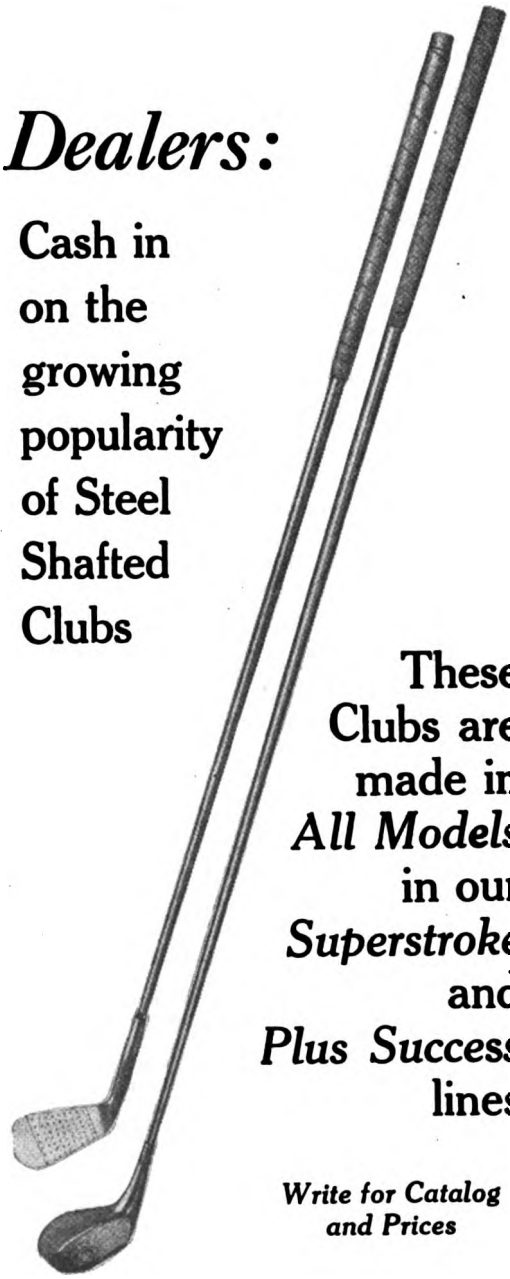
We want to extend our congratulations to Mr. Donahue and wish his company the best of success.

William F. Pollock has resigned as president of the Napier Saw Works, of Middletown, N. Y. Prior to his connection with the Napier Company, Mr. Pollock was for many years general manager of the Victor Saw Works. He has now joined his old associates, Guy W. Donahue and Chester C. Jackson, in the Dolman Manufacturing Company, Springfield, Mass., manufacturers of the Dolman screw driver, of which he is treasurer. Our best wishes, Mr. Pollock, to you and your colleagues.

W. D. Hall Co. of El Cajon, who recently occupied their new hardware building, are adding to their stock.

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WILSON Steel Shafted CLUBS



Dealers:

Cash in on the growing popularity of Steel Shafted Clubs

These Clubs are made in *All Models* in our *Superstroke* and *Plus Success* lines

Write for Catalog and Prices

THOS. E. WILSON & CO.
609 MISSION STREET
SAN FRANCISCO - CALIFORNIA
CHICAGO NEW YORK

CONSISTENCY AND PERSISTENCY LEAD TO SUCCESS

All of us, or nearly all of us, are inclined at times to be hero worshipers. This is true, no doubt, because the plunger who wins or anyone else who does anything startling gets plenty of space on the front page of newspapers and much mention in the foremost columns of other publications and news dispensing mediums.

To the newspaper man the plunger and the man who does things that excite the imagination is good "copy." We are too apt to make a hero out of the man who plunges and wins, and to erase that man from our memory when he plunges and loses, and we lose sight of the fact that in the long run it is the consistent, aggressive worker who forms the backbone of genuine and lasting progress.

This is true in the business world particularly, where steady, consistent effort is absolutely essential to real success. William Wrigley, of chewing gum fame, once went "broke" because of a big plunge in advertising. Although advertising is a fundamental part of modern business, it, too, must be carried on consistently. Mr. Wrigley, however, spent about a million dollars in one grand plunge and then sat back waiting for a deluge of business that never came.

Chewing gum was not a necessity. Many brands were on the market and were well known, but he thought with a few insertions he could startle the country toward his brand. But he learned his lesson. He was not a quitter, and his faith in the power of advertising had not been dampened. He did, however, learn that it does not pay to make one big plunge in it and then stop altogether. Through the confidence that a great many of his friends had in his ability to succeed eventually he was able to raise another large sum of money, which he again proceeded to spend for advertising his gum.

This time he decided to spread it over a larger period, in a more consistent campaign, and the results are known to almost everyone in this country and in quite a few others.

Some men in other fields have become convinced of the soundness of merchandising ideas and have made a plunge in advertising or in some other business enterprise in which they are interested and have been disappointed when the immediate results were nowhere near what they had expected.

Some of them have had experiences much like that of Mr. Wrigley, though on a smaller scale. They did not lose confidence in the importance and business possibilities of merchandising or other progressive measures and have kept doggedly at it until today a prosperous business is their reward.

Consistency and persistency are as necessary in advertising as in anything else.

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"Teeing Off" on Golf Goods

Knowing Your Clubs, Maintaining the Highest Quality and Making your Balls Turn Over Fast, You'll Be Always on the Green (and Never "in the Red")

GETTING right down to points, just what are the principal factors that have built up successful and profitable golf departments for many merchants and throughout the smaller towns?

Golf and radio have rivalled each other for the long end of free publicity and absorbing interest during the last year. Whereas radio came on a wave, with sparkling intensity, and is subject to the ups and down of any wave — golf, on the other hand, has been growing in extent, developing in possibilities, and recruiting the cream of buyers for the last eight years.

Many a merchant has envied the profits and the wholesome business of his fellow in the next town or his competitor right 'round the corner, who may be nominally in the drug business, have the bulk of his capital invested in shirtwaists or carry balls, clubs and bags in close connection with garage equipment and automobile sundries.

Another man profits in spite of handicaps. You lose out in spite of advantages.

The hardware merchant is the logical distributor.

Cliff Castle, Western manager for the wholesale golf goods department of John Wanamaker & Co., is a sporting goods man of a dozen valuable years just passed, and during all that time he has played a snappy game of golf and specialized on selling golf goods. As he is interested in the hardware and general merchant as an outlet, we asked him for a cardinal principle or two.



CLIFF CASTLE

When this clean-cut young fellow began the sporting goods business 12 years ago in Chicago, he was C. A. Castle, very formally, with Marshall Field & Co. After two years there he joined the Wright & Ditson organization at Chicago for six years for general experience in all departments with a special fondness personally for golf. Later he had four years with the Thomas E. Wilson Co. previous to his present connection, which was undertaken nearly a year ago. He dropped the "C. A." for Cliff some time ago, and he has added many friends and a great store of information and experience in selling sporting and particularly golf goods.

Building Your Golf Department

Says Friend Cliff:

1. Get an enthusiastic golfer in charge of the department, or encourage one of your sales force to become such an enthusiast.

2. Don't allow any glib salesman to load you up with "soft shafts" or poor clubs, even though you pay a fancy price for them. Skilled buying more necessary here than in any other department.

3. Cater to the cranks, the best players, the connoisseurs, for their patronage influences all the "dubs" and beginners.

4. The spread is greater than on many another item in your stock, and balls especially mean steady, repeat business with a turnover that should be at least six times a year. So feature balls.

5. Buy from a house or representative you can trust, who knows more about the line than you, and who will take a personal interest in selecting your stock and advising in the conduct of your department. Let him unlock this pleasant, profitable chamber in your business edifice.

Leading the line of high-grade English golf goods which John Wanamaker & Co. import and distribute through their retail and wholesale golf departments is the Silver King golf ball, holding a warm spot in the heart of every confirmed golfer and emanating from the pocket of as many as can get them.

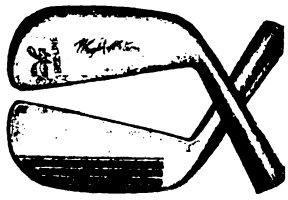
The Silver King is the product of the Silvertown Rubber Co., makers of fine rubber-covered cable also. Popular with beginners because of its wonderful lasting qualities, no matter how hit, and with "pros" because it enables long shots, the Silver King is in such over-demand that a single country club would be glad to take the yearly allotment of the Western Wanamaker office, which has to be doled out over eight or ten Western states. The factory has built additions and promises to supply 100,000 dozen next year, which should make at least a nick in the demand.

Some Demand Scotch and English Heads

Supplementing the high-grade lines of clubs manufactured in the United States by the great sporting goods houses are parts imported from England and Scotland. Selecting clubs is a matter of taste and temperament, and for those who get inspiration from the heaths and the downs, heads are imported from the Nicoll plant at Leven Fife, Scotland, and the Stewart "pipe line" at St. Andrews.

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The Last Word in Golf Iron Construction



No. B2. Mid Iron

Takes **Less Turf** but has weight on **Toe**. Perfect **Balance**. Most satisfactory execution.

A Happy Family

B2 Mid Iron	B3 Mid Mashie
B5 Mashies	B4 Mashie Iron
B1 Driving Iron	B6 Mashie Niblic
B7 Pitcher	B8 Sky Iron
B10 Putter	B6 Niblic

Retails for $4.50
Long Discount to Dealers

WRIGHT & DITSON-VICTOR CO.
20 SECOND STREET, SAN FRANCISCO
NEW YORK BOSTON CHICAGO

Along with these are jobbed and distributed unfinished shafts, wooden heads, and other parts and supplies, along with balls, bags and other golf goods. All these lines are in especial demand with professionals and crack golfers who make and repair clubs, finishing their own shafts.

In charge of the John Wanamaker & Co. national golf sales is John G. Anderson, himself a famous player and known widely as a sportsman as well as a business man. The Chicago territory is under George Braid, who went to school in England with Tom Stewart. Cliff Castle entered the Wanamaker organization under Mr. Braid at Chicago, or at least they both entered it there together, for they were both Wright & Ditson men together previously.

"A firm can live comfortably simply supplying the movie heroes and heroines at Hollywood," says Mr. Castle. "It is nothing for them to have three or four complete sets of the finest clubs obtainable. Or perhaps a game will not go just right and the actor-player will order every club in his bag renewed."

So that's just how hard it is to get golf business with a demand constantly growing.

A good make—make good.

A good deal of the time you are judged by your family's appearances.



Here is the way an enterprising hardware merchant features golf goods, which has developed into an important part of his business

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HIS NIBS THE HORSE NAIL!



If all the eggs of the world were in one basket, probably it would fall of its own weight and break the world's egg crop. So with retail sales; they are not and never will be through one class of merchants to the exclusion of others, or on one class of commodities.

Just when some automobile horns are tooting so loud and some truck motors roaring so noiselessly that the faithful, flexible horse has left the highway for a return to normalcy and tranquility — along comes Representative H. R. Lowe of the Capewell Horse Nail Co. to tell of the marked increase in business in horse-nails through hardware dealers, and of the return to horse deliveries by many urban institutions, particularly dairies.



In one important Western city the dairies have recently put 1200 horses on the streets for making retail milk deliveries, claiming that they are three times more economical and efficient than light trucks when handled by the drivers employed by the dairies. Draying companies and other commercial hauling organizations are likewise reported to have returned to horses, thus increasing the demand for horse nails.

The Capewell Horse Nail Co. of Hartford, Conn., is a large and representative manufacturer, with branches at St. Louis, Denver, San Francisco, New Orleans, Chicago, Detroit, Philadelphia and New York, and additional stocks at Los Angeles, Portland and Salt Lake. Thus the company offers Western merchants facilities for working up a business on horse nails with a minimum investment in stock.

The present administration of the Capewell Co. is directed by G. C. F. Williams, secretary-treasurer and general manager, and L. A. Stevens is Western sales manager at Hartford.

Mr. Lowe, popular, jocular Western sales representative, has trailed nail sales for some fifteen years for Capewell, and there are few better informed or more widely experienced salesmen than he. His boyhood was in the vicinity of Chicago, but he took an adventurous journey to the Far West at an early age and was there converted by chance into an organization of sales instruction. He studied hard, was a leader and prize-winner, and between the Northwest and Denver spent half a dozen years studying and selling salesmanship. He attributes whatever results he has since obtained to his scientific training in theory, in fine points, and in the technique of salesmanship.

RULES FOR PEDESTRIANS

At last we have traffic rules for the pedestrian. Here's how they listen:

Rule one doth state pedestrians
Must be equipped with lights;
A white in front, a red in rear,
To set the things to rights.

In dodging automobiles
Pedestrians must not
Run more than seven miles an hour
And make the pavement hot.

Before he turns to right or left,
He must blow loud his horn;
Three blasts shall be the signal then,
To give on night or morn.

Pedestrians must register
And get a tag each year;
A five spot to the state he hands,
To put him in the clear.

If drivers should be nervous like,
They shall a signal blow,
So amblers on the Great Highway,
Behind a tree may go.

Pedestrians must show their skill
At dodging cars and trucks,
Before they run around the streets,
Or pay a hundred bucks.

Nor may they carry on the hip
A bottle full of rye;
Which, broken, might destroy a tire
Or splash the driver's eye.

In case with cars he should collide,
The walker then must pay
For halting traffic foolishly,
Like any worthless "Jay."

Carpenter's Hardware Store, recently opened at 2286 Tulare street, Fresno, managed by Matthew Najarian. They report a very satisfactory outlook.

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? E-A-T-A-T-E ?

WHAT'S HIS NAME AND WHERE'S HIS HAME?

Before you "horn in" on this article further, we want to "sound" out your guessing power and intuition. We understand that a noisy prize has been offered to the man, woman, child or automotive equipment salesman who will guess from the above single line of type the name of the man pictured.



QUIETLY MAKES NOISE FOR THOUSANDS

No quieter, more dignified, restrained fellow exists in the West than E. A. Tate, whose sincerity and earnestness is of the subdued, low-pitched kind. And yet he makes noise for thousands, is responsible for more "sirens" than all Hollywood, and boasts of the fact that he will gladly equip anyone with a "thirty-dollar noise for ten dollars." In short, he is one of the district sales agents for the Klaxon Co. of Newark, and can supply any tone or degree of euphonious tintinnabulation.

The word "Klaxon" is only the Greek word for roar, but the fact that so many Hellenic bellows have been transported to the United States does not seem to have had any effect on the tumult and roaring done in the homeland. Klaxon horns were first made in 1908, the Lovell McConnell Co. being the patentees and manufacturers. D. A. McConnell remains president of the company today.

The original horn was the Klaxon-20, so called from the fact that it sold for $20. Since then other models have been added, larger and smaller, hand and electric, but the line is such that a merchant or jobber can take advantage of the liberal margin with profitable result.

To return to Mr. Tate, as a boy he set out to make of himself an industrial engineer, and every step in his career has kept that definite object in view. Among the jobbers and merchants of automotive equipment with whom Mr. Tate comes into contact, he is recognized as one who has a most excellent understanding of trade problems and merchandising methods. In his enthusiasm for his line and his thoughtful direction of sales he sets an admirable example for hundreds of other salesmen to follow.

The Dressler Hardware Co. are adding another story to their building at 4341 University Way, Seattle, in order to give them increased space for a large stock.

HONOR IN BUSINESS

Brief of Address Made Before the Louisville Paint and Varnish Club by Merle Sidener, President Sidener-Van Riper Advertising Company of Indianapolis.

He is a forger, who sells misbranded merchandise.

He is an embezzler, who charges exorbitant prices, because he can get away with it.

He is a counterfeiter, who substitutes inferior goods for the real thing.

He is a burglar, who burglarizes the business of competitors through the various tricks of unfair competition.

Inefficiency in business is a sneak thief.

In every industry will be found men whose business practices are of such a nature as to undermine the whole structure of industry. In some instances these men are deliberately crooked. They, however, are not the most destructive influence.

The real danger is found in the man who, by force of intense competition, or who is impelled by the old fallacy that "business is business," takes unfair advantage of both customers and competitors, with the result that he creates distrust in business as a whole.

It is possible that you have such men in the paint industry. If that is the case then my message to you men may be summed up in this statement:

"Each of you has an individual responsibility to weed out every practice in your industry that tends to destroy confidence."

It is not necessary in this modern day to try to prove that good will is the most valuable business asset. The truth of the statement is obvious.

It follows then that good will must be conserved, and every man whose actions destroy good will is a traitor to busiess.

During the war, you, as a good citizen, took summary action with the individual who by word or deed undermined confidence in our government.

You have the same individual responsibility today to protect business from the traitor.

Police departments are maintained for the protection of society as a whole. One of the means to that end is the rogues' gallery, where are recorded the known crooks.

We need a business rogues' gallery in every industry so that every man in the industry may help to catalogue those who are operating outside the moral law, even though he may be technically within the legal statutes.

For instance, we may have forgers in the merchandising field. Let's place the forger up here in the rogues' gallery, with the inscription —

"Wanted, for disposing of a quantity of merchandise by means of forged names, to the disadvantage of those who thought they were getting the real thing."

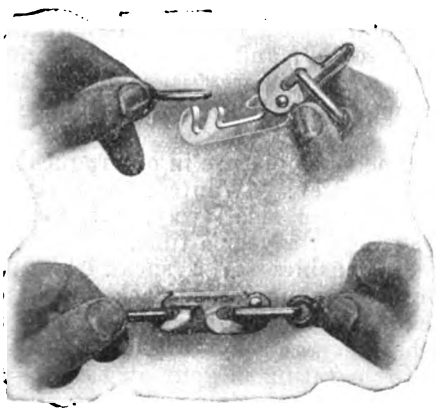
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Modern Chains Like These Cost No More— They Sell Faster



The wide-awake merchant always looks for the best. That's why he quickly sees the big advantages in

OFF'N'ON CHAINS

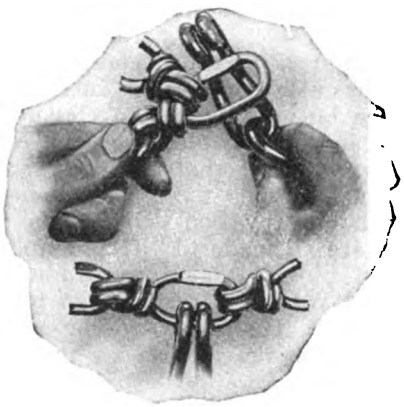


The Positive Lock

This patented lever lock makes it easy to put them on and to take them off. It takes up slack; thus saves wear on tires and chains alike. No more lost chains — no more loose chains.

The Slip-on Link

This patented slip-on link makes it easy to take off the old cross chain and put on a new one. A child can do it.



1—You can put them on and take them off in less time than other chains.

2—You can quickly and easily take off and put on a new cross chain anywhere, anytime.

Order today from your jobber. Buy spare cross chains, for you can sell a set of extra cross links with every chain.

Write us for circular and price list, giving the name of your jobber

PYRENE MANUFACTURING COMPANY

Makers of Pyrene Fire Extinguishers 520 Belmont Ave., Newark, N. J.

Branches: CHICAGO—17 So. Jefferson St. KANSAS CITY—1712 Grand Avenue
ATLANTA—24 Nassau Street SAN FRANCISCO—977 Mission Street

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That fellow offers an American quartered oak sideboard or an easy chair upholstered in Royal leather, or wool hosiery. The buyer is a layman, unacquainted with "trade names," and after he gets the sideboard home, his wife starts to wash the baby's sticky fingerprints from it, and in addition to the fingerprints she washes off the "American quartered oak," which was neither oak in fact nor American in spirit, but the crudest imitation, being merely printed on a soft wood. The Royal leather showed up to be a fabric instead of leather when Johnnie inadvertently cut a hole in the seat of the chair with his birthday knife. The woolen hosiery was mostly cotton, it developed when the weekly wash came out of the basement.

The accused vendor says, "What's the harm, since the buyers got their money's worth? They bought cheap stuff at a cheap price. They have no kick coming."

But the Supreme Court of the United States has decreed that the buyer is entitled to get exactly what is offered, and that "wool" means wool and nothing else but wool—that "leather" is leather and not fabric.

However, the real damage was that rendered to business when these customers felt that they had been cheated and rightly or wrongly, proceeded to class all business men as cheats. By the forging of the name of real merchandise to the phony goods, the forger destroys that greatest business asset—good will.

Then here is the embezzler: "Wanted, for embezzling funds that were held in trust, my means of charging exorbitant prices. He took it just because he could."

Business is a public trust, not a private means to a personal end. That has also come to be an accepted truth. And the business man who takes more than a fair and reasonable profit under any circumstances, is taking that which does not belong to him. He robs the buyer, but more important yet, he destroys confidence in all business and we are all made to suffer.

The counterfeiter is next: "Wanted, for counterfeiting standard merchandise. His trick was to substitute inferior goods for the real thing."

The old evil of substitution came to full life again during the war. The government urged the use of food substitutes of all kinds for purposes of economy, and a selected bunch of crooks got the idea that they could slip over all sorts of counterfeits. All the tribe of "just-as-good" are counterfeiters. When the clerk in the fur coat department delivers an inferior article to the home, than the one selected by the purchaser, he not only cheats the customer but he creates distrust of business. You and I each have a responsibility for helping to apprehend the counterfeiter whether we were the immediate victims or not.

The burglar — he is most numerous in the business world: "Wanted, for burglarizing the business of competitors through the various tricks of unfair competition."

Here are a few of his methods: Price cutting, misbranding, false advertising, bribery of employes, tampering with competing products, and non co-operation. All these and many other tricks are easily identified except perhaps the last one. Non co-operation is clearly unfair co-operation. If you have paint and varnish makers who refuse to join your association, they are robbing you of their assistance in solving problems of mutual interest. The men in your industry who fail to support the "Save the Surface" campaign are robbing your industry of the opportunity to create maximum public interest. Co-opetition, some one has called the art of co-operation between competitors. Co-opetition in the paint industry is essential to the maximum success of the industry, and to the maximum success of the individual manufacturers.

Then, there is the yeg: "Wanted, for blowing up the reputation of competitors by means of false reports, vague threats, insinuations, etc. Very dangerous and should be shot on sight."

He is hard to catch, and for that reason should be handled without mercy. He is impelled by a distorted motive and there is no adequate defense.

And there is one more picture in our rogues' gallery—the sneak thief: "Wanted, for petty thieving. Operates in a small way, but does considerable damage in a year's time."

Inefficiency in business is a sneak thief. Carelessness, let-well-enough-alone, lack of cost records—you can spot a lot of these little sneak thieves in any business, and you'd best be careful that none are operating in your own establishments. Slow turnover is doing a lot of pilfering, and lack of intelligent advertising is responsible for a low volume of business on a high cost of production basis with inevitable losses.

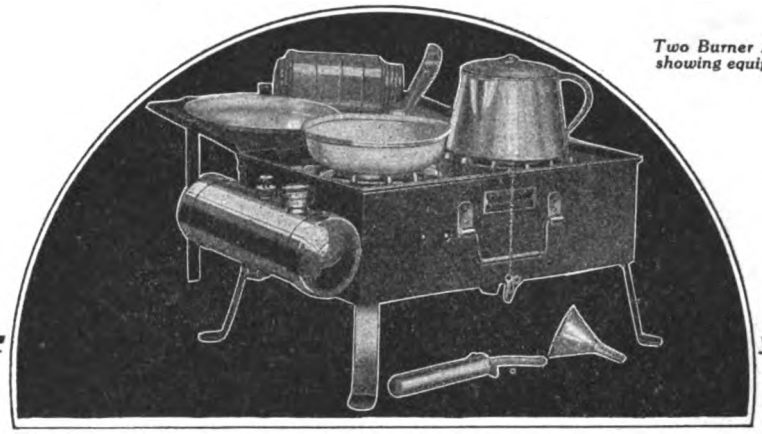
These are merely typical cases. They represent the exceptions in business, not the rule. just as the records in the Bertillion gallery of your police department include a very small minority of your citizens.

Business is on a higher plane than ever before. Standards of practice are higher. Codes of ethics are stricter. Public confidence is greater.

All the more reason why you and I as individual business men should feel a personal responsibility for helping to apprehend the few who still prey on good will and think only in terms of results today instead of tomorrow and the years to come.

"We greatly value the HARDWARE WORLD both for its advertisements and reading pages."—Davis Hdwe. Co.

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Two Burner Model showing equipment

The stove that "made good"

KAMP-KOOK-KIT

EACH month marks an increase in the number of responsible dealers who handle the Auto-Kamp-Kook Kit. Of the many camp stoves on the market Auto-Kamp-Kook-Kit has "made good." It has certain exclusive features in mechanical perfection not found in other camp stoves. Comprehensive "consumer" advertising is creating a demand from an "educated" market. Many thousands of staunch friends have found lasting satisfaction with their Auto-Kamp-Kook-Kits.

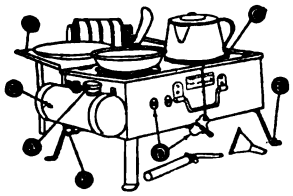
The *brown* stove with the solid *brass* tank

Don't be misled by similar names or designs. There is only **one** Auto-Kamp-Kook-Kit. It is easily recognized. Attractively enameled in a rich **brown** color, with a **solid brass tank**, this sturdy little stove is worthy of a prominent place in your camp equipment stock.

Every dealer is backed by our national advertising as well as with valuable dealer helps, booklets, folders, window cut-outs, etc.

Write or wire for our dealer proposition

Exclusive Features



A. Patent pressure gauge enables you to control air pressure perfectly.

B. Warming plate keeps food warm and prevents dishes from becoming upset.

C. Large, well made grates, exactly like those used on a gas range.

D. Flame regulators operated by a key, giving a cold handle at all times. Key attached by a chain to prevent loss. Master burner generates both burners at once.

E. Legs are quickly detachable and pack inside with all equipment.

F. Cinch fitting elbow connecting feed pipe to tank eliminates all possibility of leakage at this point.

G. Brass tank adds years of life to the stove.

One Burner Kit	$ 8.50
Two Burner Kit —	
Equipped	15.50
Unequipped	13.50
Three Burner Kit —	
Equipped	24.50
Unequipped	22.50
Auto-Kamp-Kook-Oven	4.50
2 Party Suit Case Outfit	25.00
4 Party Suit Case Outfit	42.00
6 Party Suit Case Outfit	45.00
Auto-Galley-Kook-Kit	20.00

Send for illustrated circular describing complete line

PRENTISS-WABERS STOVE CO.

General Offices and Factory

190 Spring Street, Wisconsin Rapids, Wisconsin

REPRESENTATIVES

Chicago, Ill.
Mr. W. Al. Treat, 190 N. State St.

Dallas, Texas
Mr. Geo. E. Vickers, 411 North Mont Clair St.

Denver, Colo.
Sprake Sales Co., 804 Charles Building

Los Angeles, Cal.
Mr. Harry M. Waterman, 1311 S. Figueroa St.

Portland, Ore.
Mr. F. H. Chown, 1121 Gasco Building

New York, N. Y.
Mr. Chas. G. Johnston, 98 Park Pl.

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H. D. TYLER

Before organizing the present company, Mr. Tyler was district manager for the Crunden-Martin Manufacturing Co. with experience in all parts of the West. Thus he knows and is known by the trade and appreciates the conditions in each part of the territory. The growth of his organization reflects his own enterprise and ability.



EARL H. JONES

Formerly a member of the A. C. Riddell Co., which was absorbed by the present organization. Mr. Jones is a hard worker, popular with the trade, knows his lines from long experience, and has been in charge of the San Francisco office from the start. He was formerly a salesman for the Whiton Hardware Co.



W. J. TRENHOLM

From several years' experience with such firms as the Standard Woodenware Co. and R. L. Craig & Co., Mr. Trenholm is another trained woodenware and hardware man. During the last year he opened the Seattle office of the company, and his successful handling of the business at that office testifies to his ability.

Rapid Growth of H. D. Tyler Co.

AMONG the sales organizations representing national manufacturers selling through the jobbing trade, none has grown and developed more rapidly, nor shown more of the spirit of enterprise and aggressiveness, than the H. D. Tyler Company in the two years of its business life.

Although organized comparatively recently as an entity, the company combines the many years' experience and acquaintance of its personnel in the hardware, woodenware, household and paper products lines in the buying centers where representatives are located.

It has been the policy of the company, under Mr. Tyler's personal direction, to locate resident representatives in the various importaxt jobbing centers. These district managers maintain offices and are at the constant service of buyers in each locality, an accommodation which is appreciated by the principals as well as the customers of the company.

Within the last year permanent offices have been established at Seattle and Denver, as headquarters for the Northwest and inter-mountain districts respectively. Along with this extension of service, there has been a corresponding intensive development in the organization at Los Angeles and San Francisco, the other two district headquarters.

The nature of the organization and its standing with the trade is vouched for in the type of manufacturers represented.



C. L. DAWES

Another one of the keen, active young men whose loyalty and energy have been responsible for the expansion of the organization. Mr. Dawes is sales manager in charge of the Los Angeles office.



W. F. HASKINS

The most recent move of the company has been to establish inter-mountain headquarters at Denver, and Mr. Haskins, a woodenware man of many years' standing, is district manager in the new territory.



CARL J. MUTZ

Mr. Mutz is one of the newer members of the organization, but has proved his right to admission to the band of wide-awake hardware men. He handles the latter department in Southern California.

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Special Remington Cutlery Representatives



EDWIN P. STOLL



DONALD MacARTHUR

IN RESPONSE to the great development in importance as well as in volume of the Remington pocket cutlery line, District Manager J. G. Heath announces the appointment of two expert cutlery men to cover the jobbing customers and the large retail dealers, guiding and aiding in the resale and general merchandising of the line as well as handling the sales for Remington.

Edwin P. Stoll and Donald MacArthur are two of the livest, most widely experienced and most generally capable cutlery men in the district, and after studying Remington cutlery production methods right at the factory, followed by a national convention of the company's special cutlery representatives at New York, they will take up their new work in the field right after the first of the year.

Mr. Stoll had his first real "job" at cutlery when he started with Dunham, Carrigan & Hayden, opening cases in this department. After four years' general inside experience, getting the wholesale point of view, he spent four years on the retail end for Chas. Brown & Son, with experience in buying, selling, display and general merchandising. After another four years as salesman for the J. A. Henckels line, he went with the Simmons Hardware Co. in 1915 as special cutlery salesman, where he has had marked success in the same field he will cover in his new work.

Mr. MacArthur has spent the 19 years of his business life with the Marshall-Wells Co., barring 18 months in the service during the late war. Starting as a stockroom boy at Duluth, he came under the watchful eye of Charles P. Catlin, at that time Marshall-Wells' general cutlery buyer and at present sales promotion manager for the Remington Co. Mr. Catlin took him on his first sales trip through Minnesota and the Dakotas, and this was the start of a brilliant career as star salesman. He was later delegated to the department managership at Portland, and it is this position he has resigned to take up his new work in that territory.

Since the Remington Company entered the pocket cutlery field, a little over two years ago, the largest pocket knife production in America has been built up, while the line is at present the only one nationally advertised. With the addition to the organization of men of the caliber of Messrs. MacArthur and Stoll for special cutlery work, in co-operation with the general sales force, the future possibility for the high grade pocket knife business should be very great.

CHICAGO AUTOMOTIVE CONVENTION WELL ATTENDED

Among the members of long standing of the automotive equipment trade who never misses a Chicago convention and exhibition is Norman Cowan. This year is no exception, and he took advantage of the opportunity presented to visit the various manufacturers and principals for whom he is the energetic sales representative.

The Willard Hardware Co. of Stockton has established a branch at Lodi.

"Both we and all our salesmen read HARDWARE WORLD religiously from cover to cover."—Enterprise H. Co.

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ROBERT "WORK" McCASKEY — A HOT "COLE"

Some men win by good fortune and some by good judgment—some by the strong arm and some by a strong heart—some by inspiration and some by perspiration—and some a great deal more so than others.

It is the unanimous judgment of his friends and admirers in the stove business that Robert "Work" McCaskey, sales representative of the Cole Manufacturing Co., has planned his route to fame and fortune via the well-known cities of Industry, Long-Hours, Enthusiasm and Determination. There is said to be not the least doubt that his middle initial, "W.," stands for "Work."

Mr. McCaskey is the sort of field worker in furthering the sale of Cole heating stoves, ranges and furnaces who will spend nine or ten hours a day out among the merchants or their customers, preaching salesmanship, heat utilization and proper installation. Then he will return to his hotel, ready to handle a lot of correspondence, make his reports, do all clerical work, and plan in detail for the next day or for other work he may be directing. He is surprised when the secretary of a jobber's buyer, or the office force of the distributor he may be working with—when they are not as enthusiastic as he about working Saturday afternoon or Sunday or "evenings by appointment."

Mr. McCaskey is a veritable pillar of fire, igniting whomever he meets with his convictions and enthusiasm, and warming for the first time innumerable spots which are thenceforth thoroughly heated by Cole stoves, ranges and furnaces. No doubt a good part of his loyalty is inborn, or at least "typically McCaskey," for his brother, W. L. McCaskey, is general sales manager of the Cole Manufacturing Co., and they are "two peaches from the same branch."

Glancing at the past, we find that R. W. or "Bob," as he is known more generally, was born in Columbia, Missouri, some forty years ago and for some unaccountable reason he has lived in a single state of extreme activity ever since. It is probably the extreme activity that accounts for his singleness. Or it may be that since his travels take him into so many states, and bring him into contact with so many thousands of fair users of good stoves that he cannot bring himself to make a choice.

It is recalled that his first work was in a hardware store in his native city. After eight or ten years' thorough training in the trade, he joined the Simmons organization, getting up into Minnesota for them and later connected with Janney, Semple, Hill & Co. at Minneapolis. While with Simmons he had for a time specialized on stoves, and he returned to his chosen field with P. D. Beckwith in the northern mountain territory previous to his present connection with the Cole line.

As Mr. McCaskey has told so many merchants and stove users so many times, the main talking points on the Cole line is the patented device, which is said to save 50% of the fuel by burning all the fuel gases in soft coal, consisting of from a third to a half of the soft coal so extensively used throughout the West. It is claimed for the Cole stoves and ranges that they are so constructed that they will be permanently air tight since it is only possible to burn the gases in an absolutely air tight stove.

For some little time Mr. McCaskey has been working with Harry F. Hall, supplementing the efforts of Holbrook, Merrill & Stetson, one of the most enterprising distributors of the line.

C. D. Hinson, who recently opened a store at Sumner, Wash., reports a good season's trade.

The Kerman Hardware Co., Kerman, are enlarging the store and display room and adding to their stock.

John Small is erecting a large store on Lealma street and will carry a full line of paints and hardware at Watts.

The Toledo Hardware and Supply Co. of Toledo Ohio, recently incorporated with a capital stock of $10,000.

The explosion of an oil stove in the rear of the Aspergren Hardware Store in Kingsburg recently caused a fire loss of $2500.

G. E. Bartholemew is the manager of the Paxman Hardware Store at Lomita. Mr. Bartholemew was formerly in business at Chappel, Nebraska.

W. D. Hall Company of El Cajon, who recently opened their new hardware building, report a very satisfactory season and are adding to their stock.

What was formerly known as the Neale & Gregg Hardware Company of Glendale has been changed to the D. L. Gregg Hardware Co., Messrs. Neale having retired.

The Fallbrook Hardware Co. at Fallbrook, handling a line of hardware, housefurnishings and implements, report a very satisfactory season and an excellent outlook.

The Keystone Hardware Co. have opened for business at Alhambra and will handle full lines of hardware, housefurnishings, electrical appliances, paints, oils, plumbing goods, etc.

Maurice Duncan recently moved his hardware store to a new location at Red Bluff to give him facilities for carrying increased stock. He reports an excellent trade and a good outlook.

Charles M. Stype, formerly connected with the Astoria Hardware Company, has purchased the Cowlitz Hardware & Furniture Co. at Kelso. He has also taken over the business of Letsinger & Company, who are engaged in the hardware and furniture business.

F. N. Hayden, former owner and publisher of the Lincoln County Leader, has purchased the interest of N. H. Sherwood in the Sherwood & Hayden Hardware Co. The firm name will be changed to the Hayden Hardware Co, the other member of the firm being Max Hayden, brother of F. N. Hayden.

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EXPONENT OF PRINCIPLES THAT BRING SUCCESS

Policy of Big Department Store Buyer Can Be Used by Other Merchants in Smaller Towns

E. A. Hauptman, manager and buyer of the house furnishing department of the Broadway Department Store, is said to be the largest department store buyer in the hardware line in the Southwest and his policy, in brief, is to buy quality merchandise at the right price, thus obtaining quick turnovers.

Mr. Hauptman's department covers the entire fifth floor in the great store, and embraces small hardware, enamel ware, refrigerators, paints, stoves, washing machines, baskets and a great number of art goods and other articles used about the house.

For 15 years Mr. Hauptman had his first training in the china business with the Vollmer-Jantzen Company. For the last seven years he has been at the Broadway Store, but at first it was on the floor as assistant to W. B. Elms in the china and house furnishing departments. He now has entire charge of the latter department. His hard work and close following of the market, together with the growth of the community, have doubled his department.

Service and Satisfaction to Customers

Many a retail merchant and straight hardware buyer can learn from department heads like Mr. Hauptman in their policy and principles. With him it is "service and satisfaction to the customer." The department will replace broken goods or parts gladly for any customer at any expense or trouble, for the customer's smile is the most precious possession in the entire store.

All advertising of the store and department is carefully backed up with goods and service. If 100 dishpans are announced at a special price, there are 100 or more in stock. Any customer who is not entirely satisfied gets his or her money back if a satisfactory exchange cannot be arranged. It costs the firm to get customers into the store. If sales do not result, if the purchasers do not become permanent customers, and if they are not pleased and satisfied, the investment in advertising has been wasted.

Advantages of Display

It is one of Mr. Hauptman's beliefs that goods well displayed are half sold, and alterations are now being made in the hardware department, which will enlarge its extent and take the merchandise from the shelves and put it on display counters and boards. Along with display goes careful arrangement and system in his scheme. As far as possible merchandise is standardized, and the department has been departmentized and efficiency methods applied until the greatest good to the greatest number of customers results, bringing at the same time profits from the department.

"OWN YOUR HOME" AND "HOME ELECTRICAL" PRESENTED IN MOTION PICTURES

In various parts of the country, particularly in Ohio and California, model homes have been constructed with the idea in mind of stimulating an interest in home building. These model homes have created a great deal of interest locally, but have done little nationally.

The demand for some method of giving national scope to this movement finally resulted in a film company being commissioned to produce a five-reel feature film showing the erection, equipping and furnishing of a modern six-room, brick, Colonial home.

This film will be shown all over the country under the auspices of and with the co-operation of real estate boards, commercial, advertising, Rotary, Kiwanis, Lions and other clubs and organizations; also through official government non-theatrical distribution bureaus (one located in almost every state, usually the State University), through churches, community centers, etc.

A beautiful lot in Glen Ellyn, Ill., has been chosen for the purpose of this film. A modern six-room, brick, Colonial home will be erected on the site. It will be fully equipped with every modern convenience — electrical and otherwise. Everything is done to make it as nearly perfect as possible. The scenario is founded on the real facts of human life—things that are happening around us constantly. Converted into motion pictures with real actors, it forms one of those heart gripping, dramatic stories, the kind that make you laugh one minute and cry the next. Woven skillfully through the story runs that thread of romance and appeal to the home instinct that finds response in everyone. The element of romance carried through the film takes the proposition out of the ordinary and places it in the extraordinary.

A number of phases, such as the investment problem, selection of the lot, the contractor, the architect, choice of materials and furnishing the home are prominently featured.

The film holds the interest from beginning to end. It corrects some of the popular misconceptions of building and leaves the beholder with a distinct desire to build. The film will constitute a veritable traveling "Own Your Home" exposition covering the entire United States, open to the public simultaneously in a dozen different cities and towns.

The proposition is being financed to a large degree by the various manufacturers whose products are used in the construction of the model home.

D. C. Farnsworth Hardware Co. has been purchased by C. W. Gunther and Emil Frank at Bonners Ferry, Idaho.

The Wenatchee Produce Co. of Wenatchee announce a new building will be erected on the site of the store destroyed a short time ago, and a new stock of hardware will be installed.

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The business of Hull & Brown of Fredericktown, Ohio, has been taken over by the Herring-Perry Co.

The Boyle Hardware Co. have purchased the stock of R. S. McGhie Co. Frankfort, Kan.

Sturdevant's Hardware Co. are planning to add to their stock in 1923. They are located at Bluff City, Kan.

The Espy-Allen Hardware Co. of Summerville, Ga., have been adding to their stock materially and report an excellent outlook.

The Abington Hardware Company of Abington, Ill., are planning for an active season in 1923 and will add materially to the lines carried.

The Blue Springs Hardware Co. of Blue Springs, Mo., have moved to a new location, to give them facilities for carrying larger stocks.

The Allen Hardware Co. are successors to F. K. Allen & Son at Craig, Mo., handling full lines of hardware, housefurnishings, sporting goods, accessories, etc.

The Dickey Hardware Co., 213 West Third street, Marion, Ind., who purchased the Overman hardware stock, are planning to materially increase their line.

E. M. Milliken & Sons of Humboldt, Ill., have been adding a complete line of automobile accessories and are preparing for a busy new year.

The Richards Hardware and Furniture Co. of Trenton, Neb., who also operate stores at Wray, Colo., are planning to increase their lines during the coming year.

The Oliver & Holbert Hardware Co. of Newton, Kan., who recently purchased the business of Hayter & Holbert, are adding to their lines in all departments.

The Gates & Simmons Hardware Co. recently engaged in business at Ransome, Kan., and will handle full and complete lines of hardware, housefurnishings.

J. W. Neal of 112 South Osage street, Sedalia, Mo. recently purchased the business of Joseph Tompkins handling full lines of hardware, sporting goods, automobile accessories, housefurnishings, etc.

The Smith Hardware Co. of Waco, Tex., handle full lines of everything pertaining to hardware, housefurnishings, sporting goods, accessories, and report a very satisfactory season and a good outlook.

J. C. Dickie, formerly with the Morrow-Thomas Hardware Co. at Amarillo, Tex., has purchased the Western Hardware Co. stock and will continue the business under the name of the J. C. Dickie Hardware Company.

Abernathy Bros. of Lawrenceville, Ill., who recently suffered a fire loss, have resumed business and are desirous of receiving catalogues of everything usually sold in an up-to-date hardware and housefurnishing establishment.

In common with many lumber companies throughout the West and Southwest, the West Texas Lumber Co. of Ozona, Tex., are adding materially to their stock of hardware, housefurnishings, cutlery, paints, plumbing supplies, pipe fittings, etc. Their main office is at San Angelo, but they maintain offices at Eldorado and Sonora and Barnhart.

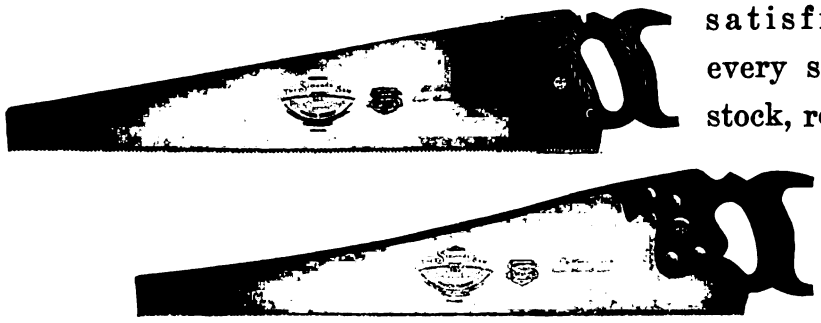
"Ask 'Em to Buy" is a Good Motto for 1923.

SIMONDS

Blue Ribbon Line

HAND SAWS

HERE is as good Quality and as Fine a Selling proposition as has ever been offered Dealers. Hand Saws that are Distinctive — that mean satisfied customers for every sale. They are in stock, ready to ship today in all Standard lengths and points Cross-Cut or Rip.



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Harrison & Schaible have engaged in business at Oakley, Kan.

W. O. Boykin has purchased the stock of S. O. Moddy at Auburn, Ky.

H. E. Harmonson has purchased the business of M. F. Garrity of Norton, Kan.

A new warehouse is being erected for the Marshall Wells Hardware Co. at Great Falls, Montana.

H. W. Jones of Garland, Tex., has recently been adding to his line and preparing for a busy year.

Edmond Jaeger has purchased the hardware and implement business of A. Jaeger at Monroe City, Mo.

Gleckler Bros. Hardware Co. of Youngstown, Ohio, have recently incorporated with a capital stock of $20,000.

The Balboa Furniture Co. of Balboa Beach, are putting in a line of housefurnishings, enamel-ware, tinware, etc.

The Paris Hardware Co. of Paris, Tenn., are planning for an active year in 1923 and are materially adding to their stock.

Goyette Bros., who recently engaged in business at 1716 North Vermont avenue, Los Angeles, report a most excellent outlook.

W. A. Heimann, formerly connected with Dunham, Carrigan & Hayden, recently formed a partnership with Melvin Morken, under the firm name of Heimann & Morken Company, and opened for business, handling general hardware and housefurnishings, at Burlingame.

DEATH OF LOVELL PRESIDENT

Byron A. Walker, president of the Lovell Manufacturing Co. at Erie, Pennsylvania, and one of the pioneer wringer makers of the United States, passed away recently. He was active in the affairs of the company up until the very day of his death.

Mr. Walker was an outstanding figure, for of the 70 years of his life, 50 of them have been devoted to the making of wringers, and for the last 40 years he has been a member of the Lovell organization, rising to its presidency through his industry, his fine consideration for the rights of others, and his broad vision. He was highly respected in his community and was a liberal public benefactor and outstanding citizen, though he did not seek personal prominence or fame.

Mr. Walker was born near Meadville, Pennsylvania, in 1852, and when 14 years old went with his two brothers, Asa and Adam, to Erie to complete his education and enter industry. The three brothers first entered the F. F. Adams Co., a wringer manufacturing firm which later went out of business. In 1882 the Walkers entered the Lovell factory, and except for six years, when they operated the Walker foundry, they have all been closely identified with the great growth and development of the Lovell company.

Ten years ago Byron A. Walker was elected to the presidency, and the growth of the company and strength of Anchor brand wringers and other Lovell products has been marked in the last decade.

The Ramsey Hardware store, Spokane, was recently burglarized of a small amount of cutlery and firearms.

The Sierra Madre Hardware Co. at Sierra Madre are now carrying full lines in everything to be found in an up-to-date hardware and housefurnishing store. They are handling complete lines of hardware, tools, sporting goods, automobile accessories, housefurnishings, paints, toys, etc.



MEDIUM PRICE SAWS

THESE are Manufacturers' own brand saws, which retail at prices that immediately appeal to those who desire a general purpose saw — such as farmers, manual training students and the worker around the home. They are made of selected steel, full taper ground blades and polished beech handles.

We have them in stock ready for immediate delivery.

Dealers should get our selling proposition.

SIMONDS MANUFACTURING COMPANY

Portland, Ore. Seattle, Wash. *"The Saw Makers"* San Francisco, Cal. Vancouver, B. C.

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ANOTHER FLORENCE ENTHUSIAST

Among the hundreds of salesmen and boosters of the Florence oil cook stoves, ovens and oil heaters of the Central Oil and Gas Stove Co. all over the United States, there is no one of higher caliber or better directed aim than George Finney, special sales representative for Holbrook, Merrill & Stetson.

Perhaps Mr. Finney's work as a stove expert may be a direct outgrowth of his experience during the war as an officer in the field artillery. There he was accustomed to calculate his position before placing the charge, and his movements were entirely governed by the nature of the territory and the men he was working with. It is by applying the same tactics to the engagements and campaigns in the stove sales field that the line is constantly moved forward—only forward on the sales floors of the merchants and into the homes of thousands of householders.

Some fifty years ago the first Florence oil stoves were made at Florence, Mass., by the Florence Sewing Machine Co., under what were known as the Edwards patents. Previous to 1872 the oil stoves on the American market were copies of a foreign stove with a tin base, cast-iron grate and a round barrel chimney or heating drum.

The Florence stove brought an innovation in a cast-iron oil fount with a separate chimney for each wick, which intensified the heat. The first stove had one burner with a 3½ or 4 inch wick, as General Manager H. N. Brooks remembers. It was called the "Florence Red Letter Lamp Stove" because of the large mica surfaces, it being designed to give light as well as heat. For fifty years there has been a continuous development in the line without a break, and the present wickless stove is a direct descendant of the first model.

CHICAGO SPRING BUTT COMPANY'S NEW CATALOG

The Chicago Spring Butt Company, well known manufacturers of spring butt hinges, spring pivot hinges, lavatory spring hinges, gate spring hinges, door spring hinges, etc., have recently issued a catalog, No. 39, giving full specifications, data and information relative to their line of triplex spring butt hinges, Chicago spring and springless butt hinges, Chicago relay spring pivot hinges, non-release spring hinges, Premier spring pivot hinges, Ajax spring pivot hinges, triplex lavatory spring hinges, lavatory door bolts and accessories, screen door spring hinges, etc.

This catalog is attractively gotten up and printed in colors, illustrating and describing their complete line and giving information that a dealer will find greatly to his advantage to have at hand for ready reference.

They will be glad to send a copy of this interesting and helpful catalog to any of our readers who have not received it.

NEW LOCK AND LATCH CATALOG

The American Brass Company of Grand Rapids, Michigan, has issued their new catalog on their Dexter locks and latches, which they are selling under the slogan of the "Fastest Fitted Lock in the World," requiring no mortising, no gouging, "just bore four holes." They report an increasing demand for these locks, and will be glad to send catalog to any of our readers upon request.

TRACTORS AT "FOUR BITS" EACH

No more sensational price reduction has been recorded since the war than that of Fordson tractors. They are down to half a dollar a piece!

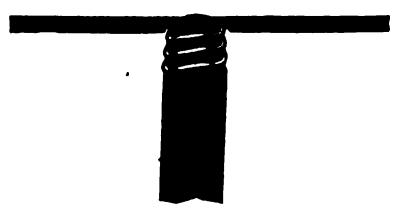
Not the regular kind, of course, that plow and harrow, but small ones that can be slipped in the overcoat pocket.

They are the latest novelty of the Arcade Manufacturing Company of Freeport, Ill. Every year this concern puts out a novelty to precede the regular Christmas line. Last year it was yellow cabs, and they went like wildfire. Dealers in every section of the country reported enthusiasm over the yellow cab not only because of direct sale of cabs, but more particularly because they helped to advertise the Arcade line.

And now comes the Fordson, complete in every detail, well made and attractively packed. From present indications it will surpass all records set by the yellow cab or any previous novelty put out by the Arcade Company. Kiddies are strong for it. One glance at the big red wheels—and well that's all there is to it; there's a Fordson in the family.

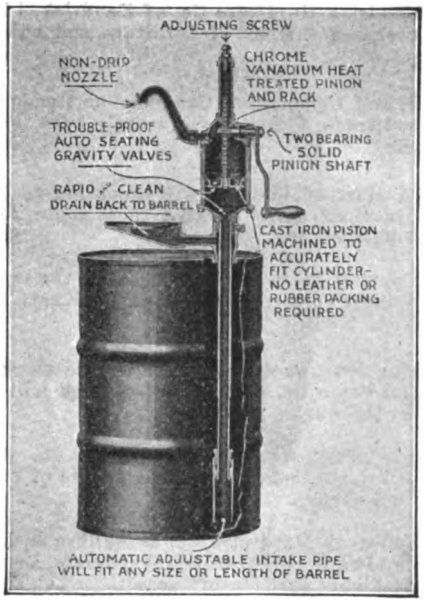
Then, too, it has been the experience of many dealers that an Arcade novelty paves the way to a coffee mill or any one of the many articles in the regular Arcade line.

BISSELL ADDING TO THEIR TOY LINE



The Bissell Carpet Sweeper Co. of Grand Rapids, Mich., recently made some improvements in their toy line, which is a new handle fastening arrangement, as illustrated herewith. This can be applied to all three of their toy sweeper models. Their three toy models are sweepers, known as the Little Daisy, which retails at 25 cents; the Little Queen, retailing at 50 cents, and the Little Jewel, at $1.50.

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SELF MEASURING OIL PUMP

The Marvel oil pump is being placed on the market. It is adjustable to any shipping drum or barrel. At one complete action of the piston it pumps and measures either a pint or a quart of oil, depending upon the capacity of the pump being used. When a barrel of oil is received all that is necessary to do is to screw a Marvel oil pump into the bung of the barrel. The intake pipe will automatically seek its own level. The powerful suction which the pump develops pumps the oil or liquid content from the barrel as it is being used or being sold.

The working parts are iron and steel carefully machined, and the cylinder is of heavy brass tubing. Cast iron piston requires no leather or rubber packing, as it is machined to fit the cylinder accurately. All vital parts are enclosed in casing of oil, lessening wear and insuring efficient and accurate service at all times.

A barrel truck can also be furnished by which a merchant can have a complete oil outfit in three separate units. The Marvel oil pump, a barrel of oil and the Marvel truck, makes it very easy to serve customers.

They will be glad to give full information to any of our readers upon request.

ATTRACTIVE SALES HELPS

The Stanley Works have prepared a very attractive set of hardware display cards representing finely executed oil paintings, reproduced in eight colors, of the Stanley Tool chest as practical and appropriate for all occasions. They are especially appropriate for merchants to feature at this time.

These cards, which are 13½ x 18½ inches in size, will be sent to our readers upon request.

Likewise they have prepared an attractive cutout of the tool chest, lithographed in eight colors, 22x29 inches. They will send it to any merchant for his sales windows. These are sales helps that will be a means of increasing your trade on these lines.

J. W. Baker Hardware Company have recently incorporated with a capital stock of $25,000 at Aberdeen.

WONDERFUL HELP

The HARDWARE WORLD is a wonderful help to every merchant handling hardware. Don't let me miss a copy.

Washington GEO. B. COOLEY.

BENJAMIN AIR RIFLE FILLS A PARTICULAR NEED IN MERCHANT'S STOCK

It is not to be compared with the cheap powder rifle with its noise and odor when discharged, or the spring type pop guns, some of which are quite expensive.

The Benjamin is the ideal gun for target practice or small game, such as birds, squirrels, rabbits, etc., and a good weapon for keeping dogs, cats, gophers and other pests off of the premises at practically no cost for ammunition, and the shooting force is the free air compressed to any pressure desired, and it is always under control.

It can be loaded to shoot very powerfully by adults, if desired, yet in the hands of children it is absolutely safe, as they are unable to obtain any greater power than their physical ability will permit them to force into the air chamber, where the compressed air is held until released by pulling the trigger and expels the air rifle shot.

It is a pneumatic gun and is operated entirely by air. It is not a spring gun and is not to be confused with guns of this character. The air is compressed in an air chamber by a stroke or two on the pump rod, and when released by pressure upon the trigger throws a shot which will easily pass through a one-half inch white pine board. With more pressure greater penetration is secured. It is an ideal gun for target practice and small game. It is simple, strong, efficient and will last a lifetime.

The new model "E" is 37 inches long and weighs about two pounds; sold at a popular price, and the manufacturers will be glad to give full information to any of our readers upon request.

OPPORTUNITY FOR MANUFACTURERS IN SOUTHWEST

Editor HARDWARE WORLD:

Will you please announce I have organized the New Mexico Manufacturers' Sales Association with offices at 431 Grand avenue, East Las Vegas, New Mexico, to represent manufacturers in specialties lines, such as toys, hardware, tools, cutlery, electrical goods, metal and enamel ware?

I have had over eleven years' experience, both wholesale and retail, and road experience. Can give A-1 references and will guarantee first class representation in all lines of which I secure the representation of manufacturers in the above mentioned lines.

I will arrange for sample rooms in displaying the various lines carried. Thanking you very kindly and wishing the HARDWARE WORLD every success, sincerely,

East Las Vegas, N. M. EDWIN T. EYRSE.

PORTER'S NEW CATALOG

H. K. Porter has recently issued a catalog of their well-known line of bolt clippers, wire cutters and storage battery cutters, chain cutters, and rivet squeezers. It is conveniently arranged and illustrated, giving data and information that is valuable to every merchant and dealer handling tools and similar lines. They will be glad to send copy of this to any of our readers upon request. It will be valuable for reference.

McClellan & Larkin, who recently purchased a store at Covina, report a very satisfactory outlook.

Van Nuys Hardware Company was recently purchased by Samuel Woody and Marshall See at Van Nuys.

Charles M. Stype, formerly connected with the Astoria Hardware Company, has purchased the Cowlitz Hardware and Furniture Co. at Kelso. He has also taken over the business of Letsinger & Co., who are engaged in the hardware and furniture business.

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Hart & Hart of Whittier are preparing to build an addition to their store in order to give them more room for their increased business.

Oregon Hardware & Implement Company have recently been increasing their facilities at La Grande and report an excellent outlook.

Taylor & Co. has opened a hardware store at 4627 South Lamont avenue, Los Angeles. He was formerly located at Sault Ste. Marie, Ontario.

The Callisch Electric Company of Dunsmuir have been adding a stock of hardware, ranges and housefurnishing goods and an electrical stock.

F. E. Hendershot, formerly of Mount Forest, Ontario, has purchased the East Side Hardware Company's store No. 1, at Pasadena, from Lee & Hollister.

The Live Hardware Company recently moved into a new building at South Pasadena, which is one of the best adapted for its purpose of any in the state.

Watterson Bros., who recently took over the business of the Bishop Hardware Company at Bishop, report a very satisfactory season and an excellent outlook.

The Oxnard Hardware & Implement Company of Oxnard are remodeling their store, preparatory to increasing their stock and facilities. They report an excellent season's business.

Maurice Duncan has recently moved his hardware store to a new location at Red Bluff, to give him facilities for carrying increased stock. He reports an excellent trade and a good outlook.

The Wenatchee Produce Company of Wenatchee, announce that a new building will be erected on the site of the store that burned down a short time ago, and a new stock of hardware installed.

The Kerman Hardware Company, at Kerman, are planning to add materially to their stock upon the completion of an additional storeroom, which is now being erected for them. They report the largest business for the first six months of the year in the history of the company.

The Orange Hardware Co. of Orange, who handle full and complete lines of everything in hardware, housefurnishings and automotive equipment, sporting goods, report a very successful year's business.

The Kendrick Hardware Co. of Kendrick, Idaho, recently purchased a stock of furniture and will add to their stock.

The Jewell Commercial Company at Randsburg report a good trade. They have recently been increasing their stock.

Hart & Hart of Whittier are preparing to build an addition to their store to give them more room for increased business.

The Knott & Feely Mercantile Co. is the new name of the business formerly conducted by Knott & Feely at Whitefish, Mont.

Ferguson Bros. recently purchased the stock of the Meyers Hardware Co. of Bryan, Tex., and will materially add to the line.

Brown's Casa Grande Commercial Co. of Casa Grande, Ariz., are installing a general line of hardware and auto accessories.

The Fallbrook Hardware Co. at Fallbrook, handling a line of hardware, housefurnishings, paints, accessories, etc., report a very satisfactory season.

The Wilton Hardware Co., 3425 South Vermont avenue, Los Angeles, disposed of their stock a few months ago to the Collinge Hardware Co., who are now increasing their stock.

Goyette Brothers recently opened a new store, handling hardware, cutlery, paints, housefurnishing goods, at 1716 North Vermont avenue, Hollywood. F. A. Goyette was formerly a representative of Hibbard, Spencer & Barlett.

Klicka Brothers, dealers in lumber, building material and hardware at San Diego, recently opened a branch yard and office at 3933 Thirtieth street. They report a very excellent outlook.

A new building is to be erected for Bracy Bros. Hardware Co. at Little Rock, Ark, at a cost of $70,000. The building will be three stories high and 50 by 140 feet.

A. G. Keck & Son of Elsinore are preparing to erect a new building in which to house their hardware and housefurnishing stock, increased space having been made necessary by the development of their business.

"Ask 'Em to Buy" is a Good Motto for 1923.

NEW BRANCH QUARTERS

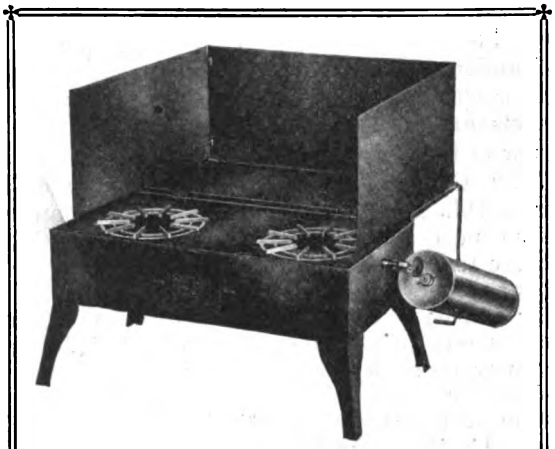
Enlarged business of the Cleveland Metal Products Co. has necessitated larger quarters, and the Oakland branch has just occupied its new reinforced concrete building, where offices, warehouse and assembling plant are combined under one roof.

The new building is of one story and occupies an area 120 by 250 feet. It was erected at a cost of $100,000 and planned under the direction of District Manager R. S. Milligan.



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Four New American Kampkooks for 1923



THE NEW KAMPKOOK NO. 4



KAMPKOOK NO. 14

Has three burners, steel top with iron grates, folding wind shield, detachable pressed steel legs which bring the top of stove to a convenient working height of 27 inches. Two quart tank holds four hours' fuel supply. Tank and legs pack inside case. Folds to 4½ x 10½ x 26 inches. Weighs 19 pounds.

Four new American Kampkooks in addition to our well known No. 3, of which more are in use than all other camp stoves combined.

Four new Kampkooks with all the popular and exclusive Kampkook features; Kampkook compactness and convenience; Kampkook dependability and safety, together with many new conveniences.

One big nationally advertised, popular priced, fully guaranteed line, meeting every requirement of every customer for every occasion.

Kampkook No. 4, shown above is unquestionably the finest camp stove money can buy. Has 10½ x 19¼ inch steel top with seven inch iron grates; detachable pressed steel legs, folding wind shield protecting flame on three sides. Hinged cover is used as a warming shelf. Two quart tank holds six hours' fuel supply. Beautiful black baked enamel finish. Tank and legs pack inside case. Size folded 4½x10½x19¼ inches; weight, 14 lbs.

This, Mr. Dealer, is the safe line to tie to. American Kampkooks backed by Kampkook advertising will send customers into your store, put profits in your pocket. Jobbers will soon be ready to supply these new Kampkooks in addition to the older models. Write today for detailed information about the complete line. See these new American Kampkooks at the National Sport and Outdoor Show, Chicago, November 13 to 18.

American Gas Machine Co., Inc.

Albert Lea, Minn. - - New York, N. Y.

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Tokorimo Shan Comments on World Affairs

HON. EDITOR GREAT HARDWARE WORLD:

Constant Time who twice try to be king of the Geeks he arrive in London in exawsted condishun and say Geek throne will remane in his family if he don't run out of sons. When offerd a cigareet he ask suspisushly if it are Turkish and say with viggor, "I'd run a mile from a Kemal."

After he left with such hurriedness they look evverwhere for formal abdercashun which he are sposed to sign, but he must have stepped on his fountain pen. They telergraf to London and ask him bout it and he send back word by cable, "I ain't there am I? Let George do it."

To reporters he was most affble and he say, "King business seem to be most uncertain ockerpation in these days, here today and gone tomorrer. Great Perry Clees say one time that he find Athens a city of clay and he leave it of marble. I say I find Athens a city of trouble and I leave it in a hurry. I may go back when things settle down and the Turks get busy with them Armenians again. The great Caesar he refuse the crown three times, so I'd like to make a record of acceptin one three times. It has nevver been done, I unnerstand."

Talkin bout Kings this here Alfonser Thirteen seem to be most suck sessful monnarch in the business. Alfy he buys him a few horses and while ether kings is a worryin over depresyated currency, forrin relashuns and wife's relashuns, he is out to the track brite and early a clockin the runners. One of em looks pertickerly good and he say to trainer, "What you think of that baby?" and trainer he snicker tartly and say, "Alfy, he's a darb. Right now that bozo can do a mile in one thirty-five flat, and no one knows it but you and me. Man O' War throws a mean mile, but I wouldn't trade even. Get me?"

So Hon. King goes back to palace and say to Queen, "Vic, I got a world beater in the barn, and now is the time to make a little Spanish jack. We'll get up a horse race and invite the world. Drop a little note to our Roil Cuzzin King George who has a few platers hisself." And Queen she say, "All right Fonsy. And if you think this dog of yours ain't a morning glory, put a few pesetas on him for me, place and show."

So Hon. King orders a race track built at San Sebastashun and offer a hunnerd thousand dollar purse to horses that race. He enter his own horses in big race and when it are over he have hunnerd thousand dollar purse and raging bookmakers owe him enuff pesetas to pay off the nashnul debt.

It strike me as a imparshul onlooker that King Alfonser Thirteen are a extreemly good business man. "Racing," he say satisfacktorily, "Are call the sport of kings. I'll say it is."

"Well," I say to politkal frend, "I see Govner of Georgy have point 87 year old woman to seat of Sentor; was it not a grashus acnolidgement of equality of the speaker sex?"

"Tokorimo," he assuage sadly, "You ain't got much sense of any kind and none a tall politkally. Sichiwashun in Georgy is thusly. Seventeen men want job of Hon. Sennytor, includin Govner hisself. If he point any one of them, he make forty-two enermies to the square mile and darn few frends if anny. So sharp politkal move is to point a harmless old lady who probly couldn't go to Washton even if the sennate was in session. He gets a lot of praise from all over Union States, Georgy get honnor of havin first woman sennytor, who can't do anny harm, and nice old lady gets the sallery without leavin home."

"I are a thinkin," I obtrude stupidly, "Why it were nessary to point annybody since leckshun will be held immeditly and pointee would be out of seat before he sets in it."

"All the dumb bells are not in the Jim Nasium," he criptickally observe, "Don't you see in that case sallery for lapsed time would go to waste. It are gainst all preserdent to let any sallery money stay in the treasury."

"But why point such a agish old lady?"

"Becaws," he wail pashuntly, "Politkal exigincy demand that it be a woman, and this one was probly the only one in the state that would admit she was more than thirty years old."

Probishun party are still on job it seem and have declare that Volstead law are indangerin nashun becaws it still lows one half of one per sent, and say they want congers to remove even this. While it may not be toxycatin, still it has its effeck, and that near beer are still too close. I ask convival frend what he think bout it and he say, "Migod, let em do what they please. they can't make the stuff any worse then it is."

Hon. Har Ding have deside that licker must not come inside three mile limmit, and Attorney Genral believes that forrin vessels will stop just outside, dump what they have lef in the oshun and perseed into port. Thirsty frend point out it would be good ideer to get motor boat and a few pails to meet all incomin steemers.

Quanty dispose of in such manner will not mount to much," I elaborate with candor.

"I spose not," he soborishly deduce, "Just a drop in the bucket you might say."

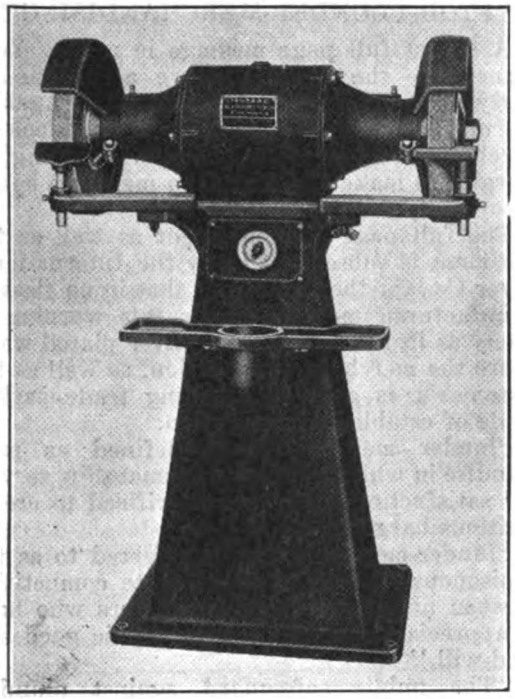
He are some what stupid.

Hopin you are the same

TOKORIMO SHAN.

P. S. Man from Texas was a braggin yesterday and he say, "Do you know that Texas perduce the biggest squash in 1922?" "What are they goin to do with it?" I plitly inkwire. "I think they are a goin to send it to Congers," he say. "Well," I sarkasicly conclude, "It oughter feel at home."

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NEW STANDARD ELECTRIC GRINDER

The illustration shows new 2 H. P. alternating current grinder now being placed on the market by The Standard Electric Tool Company, Cincinnati, Ohio.

It is made in both the floor and bench type. As illustration shows, it is fitted with tool tray, water pot, tool rests, and switch within easy reach of the operator. Double-row type high-grade ball bearings are used.

One coarse and one fine wheel are furnished with each tool. The wheels are 12 inches in diameter with 1½ inch face and 1 inch bore. The wheels are extended 7 inches from body of motor, which greatly facilitates the grinding of large and irregular castings or pieces of steel.

The bench type is same construction as the floor type with the exception of a suitable base being furnished instead of a pedestal.

These tools are made for either 110, 220 or 440 volt, two or three phase, 60 cycle, alternating current. The very highest grade motor that can be obtained is employed.

All workmanship and material is fully guaranteed.

These tools are of great value in machine shops, factories and any place where heavy or light grinding is to be done. They are far more economical and a great improvement over the old style belt-driven type, as all countershafts, belting, etc., are eliminated. Furthermore, they can be easily removed to any part of factory.

O. C. Adams of Visalia is preparing to engage in the hardware business at Orosi.

The Kerman Hardware Co., Kerman, are enlarging the store and display room and adding to their stock.

The hardware stock of B. M. Barrett of Gillespie, Ill., was recently sold to R. C. Churchill & Sons.

J. E. Jones Hardware and Implement Company of Oceanside report a very satisfactory season and an excellent outlook.

C. M. BROWN RETIRES FROM BROWN & CHAPPELL COMPANY

After having spent 41 years in the hardware business, C. M. Brown, of the well-known Brown & Chappell Company, of Hollister, has sold his interest to George W. Koster and retired from active business and will take an extended trip.

Mr. Brown has earned a well deserved rest and vacation. While it is hard for him to retire after so many years of active life, he is at least going to make the try.

The firm name will remain the same, as the institution is well established and the new owners have long been connected with it.

DEATH OF WELL-KNOWN KENTUCKY HARDWARE MAN

Word has been received of the passing of J. Ed Guenther, president of the Guenther Hardware Company of Owensboro, Kentucky, which occurred at his home the latter part of October. His passing will be learned of with sincere regret by those who have had the pleasure of knowing him.

No particulars have been received, but the Guenther Hardware Company are known as one of the most prominent and progressive hardware institutions in the South.

Jacobson & Galbreath is a new hardware store at Huntington Park.

Oregon Hardware and Implement Co. have recently been increasing their warehouse facilities at La Grande.

C. E. Bartholemew is the new manager of the Paxman hardware store at Lomita. Mr. Bartholemew was formerly in business at Chappel, Neb.

TOM-TAP BRAND
STOVOIL
Makes old metals like new
Stovoil
Preserves the lustre of Silver, Nickel, Brass, Bronze, Copper, Steel and other metals. Use on all metal parts, golf clubs, autos, stoves, guns, faucets, trophies, silver, etc.
Endorsed by Home Science Laboratories everywhere. Active Sales Campaign—Dealer Helps — National Advertising.
SATISFACTION GUARANTEED
Write us for Dealer Proposition showing how you profit from steady turnover and our strong advertising campaign.
SUPERIOR LABORATORIES
Dept. 597, Grand Rapids, Mich.
GENERAL SALES CORPORATION
Los Angeles and San Francisco
California

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Western and Southern Conventions

JANUARY

WESTERN—Jan. 16 to 19, KANSAS CITY
H. J. Hodge, Abilene, Kansas

TEXAS—Jan. 23 to 25, DALLAS
A. M. Cox, 822 Dallas County Bank Bldg., Dallas

*MOUNTAIN STATES—Jan 23 to 25, DENVER
W. W. McAllister, Boulder, Colorado
M. D. Marlowe, McMurtry Mfg. Co., Denver, Exhibit Manager.

*KENTUCKY—Jan. 23 to 26, LOUISVILLE
J. M. Stone, 202 Republic Bldg., Louisville

*WEST VIRGINIA—Jan. 30 - Feb. 1, HUNTINGTON
James B. Carson, 1001 Schwind Bldg., Dayton, O.

*INDIANA—Jan. 30 to Feb. 2, INDIANAPOLIS
G. F. Sheely, Argos, Indiana

OKLAHOMA—Jan. 31 to Feb. 1, OKLAHOMA CITY
W. A. Clark, 209½ W. Main St., Oklahoma City

IDAHO—Jan. 31 to Feb. 1, 2, BOISE
E. E. Lucas, Hutton Bldg., Spokane, Wash.

SOUTH DAKOTA—January, 1923
H. E. Roberts, 1120 Metropolitan Life Bldg., Minneapolis, Minn.

FEBRUARY

*NEBRASKA—Feb. 6 to 9, 1923—OMAHA
Headquarters Rome Hotel
George H. Dietz, Little Bldg., Lincoln

*MICHIGAN—Feb. 6 to 9, 1923, GRAND RAPIDS
A. J. Scott, Marine City
Karl S. Judson, 248 Morris Ave., Grand Rapids, Exhibit Manager

PACIFIC—Feb. 7 to 9, 1923—SPOKANE
E. E. Lucas, Hutton Bldg., Spokane, Wash.

*WISCONSIN—Feb. 7 to 9, 1923, MILWAUKEE
Headquarters in the Auditorium
P. J. Jacobs, Stevens Point, Secretary
G. W. Kornley, 1476 Green Bay Ave., Milwaukee, Exhibit Manager.

*OHIO—Feb. 13 to 16, 1923, CLEVELAND
James B. Carson, 1001 Schwind Bldg., Dayton

*ILLINOIS—Feb. 13 to 15, 1923, CHICAGO
Headquarters Hotel Sherman
L. D. Nish, Elgin, Illinois.

*IOWA—Feb. 13 to 16, 1923, DES MOINES
A. R. Sale, Mason City

OREGON—Feb. 14 to 16, 1923, PORTLAND
E. E. Lucas, Hutton Bldg., Spokane, Wash.

NORTH DAKOTA—Feb. 14 to 16, GRAND FORKS
C. N. Barnes, Grand Forks

CALIFORNIA—Feb. 19 to 22, SAN FRANCISCO
Headquarters Palace Hotel
Le Roy Smith, 112 Market St., San Francisco

*MISSOURI—Feb. 20 to 22, 1923, ST. LOUIS
Headquarters Planters Hotel
F. X. Becherer, 5106 North Broadway, St. Louis

MINNESOTA—Feb. 20 to 23, 1923, DULUTH
H. O. Roberts, 1120 Metropolitan Life Bldg., Minneapolis, Minn.

SO. CALIFORNIA—Feb. 27, 28, 1923, FULLERTON
H. L. Boyd, San Fernando Bldg., Los Angeles

* Hardware Exhibition in connection.

Secretary's name and address follows convention date.

"STOP PLUNDER-MERCHANDISING"

A recent full page message in a New York paper bore the caption above and came directly from the Federal Advertising Agency, one of the well-informed and forward-looking merchandising organizations now devoting its energies to make the American market a better opportunity for American goods.

The full page announcement as well as the sentiment is subscribed to by the International Silver Co., for they point out that in no class of manufactured merchandise is this warning as timely as in the purchase of silver plated ware, where the merchant's protection, as well as the customer's, is only in handling trade-marked goods of established reputation.

Plunder-merchandise is defined as merchandise in which quality, workmanship, service and satisfaction have been sacrificed to create fictitious bargains.

Plunder-merchandising is referred to as the "poisonous growth of illegitimate competition between unscrupulous dollar-chasers who have no appreciation or respect for public good and good-will."

"The public safe-guard against plunder-merchandising is the trade-mark that stands for quality, service, satisfaction and fair price. The merchant's protection is in handling trade-marked goods of established reputation. The manufacturer's insurance is in maintaining the quality of his product and in informing the public what his trade-mark stands for in terms of service and satisfaction.

"This is a time when the four-square manufacturer of honest, fairly priced merchandise, which proudly bears his name as a guarantee, has his greatest opportunity to increase prestige and multiply sales."

James Kelly of Breckenridge and John Kelly of St Paul are engaging in business at Wahpeton, N. D.

Captain Fred D. Lyon and Albert Raeish have purchased the Mt. View hardware store at Mountain View.

A. G. Keck & Son of Elsinore are preparing to erect a new building in which to house their hardware and housefurnishing stock, increased space having been made necessary by the development of their business.

The Season's Greetings
To You with Hearty Wishes for
A Merry Christmas
and
A Prosperous New Year
THE BRAINERD MFG. CO.
East Rochester, N. Y., U. S. A.

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PROVE YOUR FAITH

Illustrating some present-day doctrines, a Nebraska ıerchant writes us:

Faith and Works had a battle when a little Scotch ıd greatly coveted a fine Jersey cow belonging to the ıinister of the local church:

"Do you believe in prayer?" said the good little oy to the minister.

"Most certainly I do," was the reply.

"But," insisted the questioner, "do you believe if prayed hard enough God would give me a cow like ours?"

"Certainly if you had equally good reasons for pos-essing a cow and your faith was sufficiently strong."

"Then," came the immediate rejoinder, "you give ıe your cow, and you pray for another."

Bishop & McConnell recently engaged in business at 'ittsfield, Ill.

The Powell-Wolf Co. of Pennville have established branch store at Portland, Ind.

The Panhandle Hardware Co. recently purchased the tock of the Western Hardware Co. of Amarillo, Tex.

Stump Bros., who succeeded the Carroll Hardware 'o. of Upland, Ind., are materially adding to their tock, preparing for an unusually active new year.

B. F. Long recently sold his hardware store at Milo, Ia., to Le Roy Shupe.

The Thurston-Seran Hardware Co. of Wewoka, Okla., report a very excellent season's trade and a splendid outlook.

The Hutto Hardware Co. of Jasper, Ala., have recently been adding to their stock and report a very satisfactory season's trade.

The Gunther-Frank Hardware Co. of Bonners Ferry, Idaho, who succeeded D. C. Farnsworth, are planning to add materially to their stock.

The Venice Hardware Company of Venice have recently found it necessary to take additional store space in order to accommodate their increase in trade.

The Paterson Hardware Store of Rock Springs, Wyo., have been materially improving their store and equipment, and are adding to their stock.

George M. Cooley Co. of San Bernardino are erecting an addition 75x35 feet to their store to give them facilities for carrying increased lines.



The above announcement indicates a few of the items sold by up-to-date hardware merchants and is typical of thousands of HARDWARE WORLD subscribers, showing the lines they handle, such as housefurnishings, sporting goods, electrical appliances and equipment aside from the regular hardware lines.

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BRING THE KIDDIES

For a Trip Through

TOYLAND

WE have all been children. In fact, most of us are merely grown up children. The large stock of toys on display at this store is really a revelation in American-made goods. Never in the history of the United States has there been such a wide variety of toys shown. Toys that are designed to instruct as well as amuse. We have mechanical toys, that are really little short of marvelous in their perfection. But all toys here are not of the mechanical sort; for there are dolls, doll beds, stoves and kitchen outfits, wagons, bicycles, velocipedes, automobiles, steam engines, electric motors, aeroplanes that really fly, tops, blocks, carpenter tools, in fact, there is little to be found elsewhere that is not on hand here. Come—bring the kiddies and see their little faces light up with joy when they behold the wonderful fairyland that has been created in this store.

FOR THE GROWN-UPS

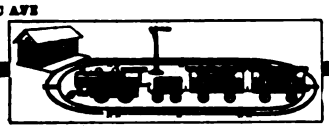
In getting ready for this Christmas we have not over-looked the grown-ups, but have laid in a wonderful stock of articles suitable for them. There are so many nice presents to be found here that they almost beggar description.

Razors, Silverware, Casseroles, Art Pottery, Cut Glass Ware, Electrical Appliances, such as Irons, Toasters, Percolators, Grilles, Library Lights, Hand-painted China, Smoking Sets and all kinds of Fancy Cutlery. In fact, the person who cannot be satisfied here is really hard to please.

ROBERTSON'S

The Big Store where Economy, Quality and American-Made Goods Predominate

335 PACIFIC AVE PHONE 336



Typical of thousands of HARDWARE WORLD subscribers who handle toys is the announcement used by Robertson's, featuring their toy department, in which a large volume of trade has developed, and which department grows in increasing importance every year, causing them to be recognized as the toy headquarters of their community.

Likewise the attractive sales window displays, to which the photograph does not do justice, showing how HARDWARE WORLD merchants are also large factors in the distribution of cutlery, silver ware, electrical appliances, etc.

Merchants are carrying a larger stock and making a greater appeal to the women folk of their community this holiday season than ever before.

A LA SWISS

A Swiss waiter in our favorite restaurant:

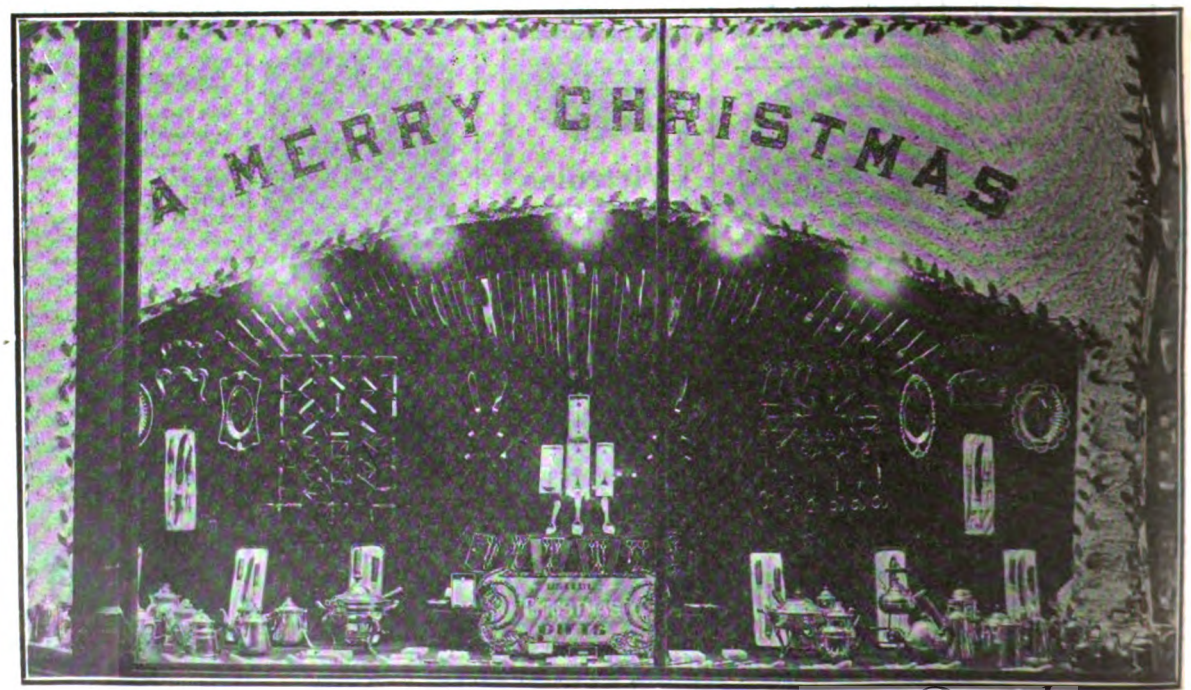
"Tongue is no more, chicken nefer vas. How you like your eggs voilt, tight or loose?"

VAN NUYS MERCHANTS GROW AND GROW

Three moves in a little over a year, each time to take care of expanding business, is the record of the Van Nuys Paint and Hardware Co., under the hustling management of R. G. Johnston and Charles Marsden, with Sam Moody as chief clerk. All three are popular, well-posted hardware men with enthusiasm and pride in their business and their community, and no enterprise could fail to respond under the circumstances.

Their new location on one of the principal corners of their fast-growing city places them in a position to develop a wonderful business, unlimited by the handicap of a crowded store or a subordinate location.

The hardware stock of Jacob Decker has been purchased by Luther E. Alkire of Hoopestown, Ill.



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ANCHOR BRAND TRADE MARK



THOUSANDS *of* Anchor Brand Clothes Wringers

were purchased last year for *Christmas gifts.*

Nothing more useful could be selected.
How many are *you* going to sell *this* season?
Help us make this an

ANCHOR BRAND CHRISTMAS!

LOVELL MANUFACTURING CO. - ERIE, PA.

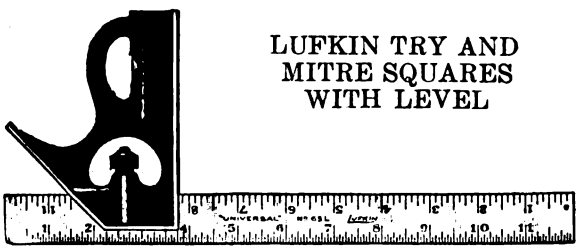
World's Largest Manufacturers of Clothes Wringers

L. Q. Bradney has disposed of his stock to Harris & Hedden of Paris, Mo.

A. L. Tapp Hardware Store recently opened at 903 Baker avenue, Maywood.

D. C. Farnsworth Hardware Company has been purchased by C. W. Gunther and Emil Frank at Bonners Ferry.

The Central Oregon Hardware Co. of Prineville has recently moved to a new location to give them increased facilities.



LUFKIN TRY AND MITRE SQUARES WITH LEVEL

The "Universal" try and mitre square for woodworkers, which was recently brought out by The Lufkin Rule Co., Saginaw, Michigan, is now offered with, as well as without, level glass, known respectively as No. 65L and No. 65.

This square is a popular style with graduated steel blade and moveable head. It is made in 9-inch and 12-inch lengths.

Including the level, which will serve also as a plumb, the No. 65L in many places makes the handling of two tools unnecessary.

A Kentucky subscriber sends us this clipping:

WHISKERS

A wise man has figured out that a boy waits ten years to get enough whiskers to shave. Then he puts in a lot of time waiting at the barber shop for a shave. Nothing we know of is a worse handicap to a he man than his whiskers. If he lets them grow he looks like a bear; if he shaves twice a week he is rough as a file four days of the seven. And the average man cannot get his face clean when his beard is out. There may be worse curses than whiskers, and the well-known fair sex think they have nearly all the burdens of life. But most men have a war with whiskers from the time they are seventeen until the grim reaper cuts them down. And it is claimed that even death does not stop the growth.

And then he adds: If you buy your razor from Smith Hardware Co. it will be a daily delight to use it and your life will be greatly prolonged."

SHE KNEW HER SON

Neighbor: "They tell me your son is on the college football team."

Proud Mother: "It is quite true."

Neighbor: "Do you know what position he plays?"

Proud Mother: "I'm not sure but I think he's a drawback."

The A. Schlueter Company have recently opened a branch store at 1401 Park street, Alameda.

Herb Locklin has recently opened a new hardware store at 2418 North Broadway, Los Angeles.

W. T. Hardy, formerly of Duquoin, Illinois, has purchased the Gardena Hardware Co. at Gardena.

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SUCK—SESS SEEK—RETS



ONST there wuz a man who went into Bizness for Hisself. This man wuz as full of good Idees as a Sausage Skin is full of meet. An' that's no joke! Everybody recognized that He had some wonderfully brilliant plans to get more Bizness an' to win Kustomers.

Peppul sed. "Watch Bings! He will make his mark IN the World." They should have sed, "ON the World," for Bings made a big dent in the ground. Peppul who sail too high without knowin' how to Fly, are very likely 2.

Well, Bings didn't believe in Advertising. He would take a Good Idee, wrap it up in a Napkin, an' bury it, seemin' to Expect that it would grow this Weigh. It never did. An' that's why Bing fell flat with a dull thud an' made a dent in the Earth's Skin.

It didn't do Bings a bit of good to Boast about what he could do—for all that counts is doin' it! Bing's nabor—a homBly little Tyke by the name of Boggs, Kontended that bragging wuz a mistake—that a man in Biznes got farther ahead usin' the same strength to push his affairs ahead.

Sew Boggs begun to Advertise. At first, he only advertised a Little. Then he saw that it brought Bizness an' he sed to hisself:

"If I advertise still more, I'll get Still More, for I see quite plain that one good Idee put across in print, is worth 1,495,711 secreted in the Dark Corners of one's Mind, or 819 smart Idees brought out twice a Year.

So Boggs kept a-pluggin' away, sayin' little about what he wuz goin' to do, but actually Doin' it. He sort of Argified to Hisself that you can't expect a Wide-Awake Bizness with a Sleepy man at the Hed of it. Sew Boggs kept awake.

In the meantime, Boggs prospered because he backed the Idees he put into print up with real Merit in Goods an' first-class Service. Bings wuz havin' a hard time of it. He called Boggs a Ole Skinflint an' tole everybody that Bogg's grandfather wuz a Horse Thief.

Won day a man sed to Bings:

"True, my Friend, Ole Man Boggs wuz a horse thief! Your Grandfather wuz a Gentlemun. If He is lookin' down on the 2 of you, I should think your Grandad would want to Swap you off for the Descendant of the horse thief. I'd keep quiet on the subject of Ancestry! You ain't got nothin' on Boggs that weigh!"

It's what we do that counts — not what we boast about or think about doing. We only have reason to point to a proud ancestry when we prove ourselves worthy.

TREAT YOUR TIRE AS YOU WOULD YOUR BODY

In construction and reaction to wear, a good automobile tire is much like the human body.

The breaker strip which runs around the tire beneath the tread is the backbone. The plies of fabric are the ribs; and the rubber between them the muscles, binding the ribs together.

The whole fabric carcass gives strength and shape. The side wall protects the carcass from weather and wear, as does the skin of the body.

Friction gum makes the tire self-lubricating. The tread is the foot of the tire, which receives directly the shocks of the road to pass them on to the other parts of the tire-body.

Like the human body, a tire may look sound and well on the outside, but be near the breaking point within.

When the motorist keeps in mind this construction, he will understand the kind of treatment which ruins his tires. Under-inflation causes bending, flexing and chafing, to which the strongest carcass will give way in time. Stone bruises and cuts on the tread or side wall expose the more delicate carcass to rotting by oil, dirt and water.

HARD TO BEAT OLD HABITS

"Listen, my dear, what on earth did I do at meal time that made you so angry?" asked a St. Louis merchant.

Wife: "You disgraced me! When the charlotte russe was passed around you tried to blow the foam off."

The Morgan Hill Farmers' Union recently opened a new store, 120 foot frontage by 140 feet deep. They now feel they have one of the most modern stores in the West. Since opening their new store, on September 30th, it has brought them considerable increase in trade, and their sales force is doing better work, take a deal more interest than ever before in the lines they carry and in their customers as well. They carry a full and complete stock of hardware, groceries, farm implements and poultry supplies, tractors and automobiles.

R. W. Carpenter has purchased the stock of the Johnson County Hardware Co. of Cleburne, Tex.

Torger Sorenson Hardware Co. has been sold to Holtz & Baumgarten at Elroy, Wis.

THE CHOICE OF FRIENDS AND READING

Your family is worth the best you can give it. You desire for their enjoyment the best house, the best food, the best clothes that you can afford. And you are very careful that they cultivate the right kind of friends. But are you just as careful about choosing the right kind of reading? You should be, for reading has a marked influence upon character, especially the reading that comes under the eyes of the young and impressionable. If you choose The Youth's Companion you are giving your family an acquaintance with the best there is in periodical literature. If you see The Companion in a house you may be sure it is a safe family to tie up to—a family worth knowing. Try it for a year and see.

The 52 issues of 1923 will be crowded with serial stories, short stories, editorials, poetry, facts and fun. Subscribe now and receive:

1. The Youth's Companion—52 issues in 1923.
2. All the remaining issues of 1922.
3. The Companion Home Calendar for 1923. All for $2.50.
4. Or include McCall's Magazine, the monthly authority on fashions. Both publications, only $3.00.

THE YOUTH'S COMPANION,
Commonwealth Avenue and St. Paul St., Boston, Mass.
Subscriptions at this office.

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WHY KILL THE MULE?

There is an old tale about a father and a son who went to market one day with a mule. They were leading the mule by a rope. Passing some travelers, one of them said:

"What asinine people—both of them walking when they have a good mule to ride."

"They are right," said the old man. "Let's ride!"

So they mounted the mule and pretty soon overtook more travelers. Said one of them:

"Look at those brutes! Two healthy, strong people on one poor little mule. That should not be allowed."

"I guess maybe they are right," said the father. "I had better get off and walk."

Pretty soon along came some more travelers. "Gosh ding it," said one of them, "this is an outrage. Look at that husky kid riding and his poor dad having to walk."

So then the son got off and the father mounted.

The next travelers marveled also. "Fine father," they said—"selfish old man. He rides and lets his little son walk in the hot sun."

Next they tied the mule to a pole, each taking one end of the pole on his shoulder and carrying the mule. The next passers-by laughed in holy glee at the ridiculous sight.

Whereupon the old man lost his temper. "Give me an ax," he yelled. "An ax?" inquired the son. "What for?"

"Oh, shucks, I am tired of this damned foolishness. I am just going to kill the mule!"

If some dealers would heed this and establish a policy of simply getting out after the business, they would get results. Without a policy a dealer is at the mercy of each passing opinion, and eventually ends up by killing the mule.

CLEVELAND TWIST DRILL SALES MANAGER

Announcement has been made by the Cleveland Twist Drill Company of Cleveland of the retirement, on November 1st, of Mr. E. G. Buckwell, former secretary and sales manager. Mr. Buckwell has been connected with the institution for more than 23 years.

He is succeeded as sales manager by W. E. Caldwell, formerly assistant sales manager, who has likewise been connected with the company for 21 years. This is due recognition of Mr. Caldwell's ability.

FULL MEMBER OF THE FRATERNITY

Tim: "How are you getting along at home while your wife's away?"

Jim: "Fine. I've reached the height of efficiency. I can put on my socks now from either end."

"I tell you, my boy," earnestly remarked the benign old professor, "it doesn't pay to be crooked."

"I realize that," the bright student replied. "Look at all the cork-screws out of a job."

The Watt & Holmes Hardware Co. of Douglas, Ga., have recently moved into their former location, which has been very materially improved, new fixtures installed since their fire some time ago.

TIRES COLORED TO SUIT FASHION'S DECREES

Announcement is made of a new discovery by which vulcanized rubber may be made in any shape or color ranging from the most delicate pink and blue to the deepest blues and purples. The new colors are a significant triumph of American science. The work begun when the nation was confronted by war conditions and embargoes on foreign colors, has been completed.

Prior to the war American companies were absolutely dependent upon foreign sources of supply. It was not long, however, before the textile industry had practically solved its color and dye problem. But there was no solution in sight for the rubber maker who had the heat problem to deal with as well.

As a consequence, research laboratories were established to work out formulas for the colors most used. Laboratory findings were tested in the factory.

For the past year research laboratories have been engaged in developing color combinations that hold under the action of sulphur at a temperature of over 280 degrees Fahrenheit. The color is now vulcanized in the rubber.

Toy balls and similar products may now be made in highly colored inlaid designs like patterns in linoleum. No paint to crack, chip or come off. Bathing caps are possible in most brilliant hues.

Perhaps the most striking example of the new art is in repair rubber. This was formerly made in black only, with the result that its use was limited to the repair of inner tubes and tires. Today its many colors have enormously broadened its field of usefulness.

HOW A BOY SELLS TIRE GAUGES

A salesman tells in the Auto Equipment Merchandiser how a boy is selling tire gauges. It's a lesson for some of the boys in your store:

A 16-year-old boy is working for his uncle. The boy saw a fellow putting air in his tire in front of their store. The man kicked the tire to see if he had enough air. The boy took a new gauge out of the show case, went out in front and said: "Let me test your tire, Mister."

He did and the fellow said: "How much is that gauge?" "One and a quarter." "I'll take it."

Since then he has sold two more and now it is a fight between him and his uncle to see who sells the most. He watches their stock of gauges to see they are in stock.

GENEROUS BOY

A Memphis hardware clerk writes us as follows:

Dear Editor: After taking my best girl to dinner, theater, supper and a taxi home, should I kiss her good night?

Our answer is that we believe you have done enough for her.

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IN WHAT CLASS ARE YOU

Generally speaking, there are four classes of individuals:

1. The one who must be told what to do, how to do it, and be checked up in the doing of it.

2. The one who must be told what to do, how to do it, but who is so thorough as not to need to be checked up in the doing of it.

3. The one who must be told what to do, but who is resourceful enough not to need to be told how to do it, and who is so thorough as not to need to be checked up in the doing of it.

4. The one to whom a general policy must be given, and who is resourceful enough not to need to be told what to do or how to do it, or to be checked up in the doing of it.

We are a lover of flowers and when we are sick like to have them in sight. We remember the time when flowers were not allowed in the sick room, as they used the air needed for the patient. The medical profession held a conclave and one genius discovered you could open a window and get all the air you needed.

Nobody should try to work beyond his capacity, but how many men do you know who work up to their capacity?

Nobody can be overeducated, but every once in a while is found the man who is overschooled.

A coward is known by the excuses he makes.

"GREATEST SALES TALK EVER WRITTEN"

William King, while talking to St. Louis University students on "Salesmanship," said: "The greatest sales talk ever written is Matthew v, vi and vii. 'And he taught them * * * to speak as one having authority.' Speaking with authority—knowing what you are talking about—is the greatest thing in salesmanship. It takes education. Education is not cramming a lot into your head, but getting out of it what the great God put into it."

The earth revolves around the sun and the moon revolves around the earth. Maybe this is right, maybe not. Anyway if you want to get anywhere you must keep moving. If you want to arrive in a business way you must keep advertising.

Don't waste so "durn" much of your time trying to make your advertisements "clever." Make them simple, plain straightforward selling talks, just as if you were talking to a customer over the counter. Then they will usually be clever enough to sell the goods.

The only thing more monotonous than to have to do the same things at the same time every day is having to do nothing at any time any day.

You can't have everything you want nor want everything you have, but you can be happy by forgetting a lot of things.

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Overlooking Plumbing Opportunities

HOW true it is that the average business man, be he plumber, manufacturer, jobber or salesman, often neglects the opportunities right at his very door! Instances occur daily.

But here is one instance that was not overlooked, by a man at present at the head of a large manufacturing institution, but who at that time was a traveling salesman. That is one reason why he is now at the head.

Doubtless many other salesmen had stopped at the same hotel, or at least at similar hotels, for they are by no means rare, but their experience or observation probably meant nothing to them, even though they may have "damned" the manager, but took no further steps to change the condition.

There is a lesson in this for every plumber, or every one connected with the industry.

"In touring about the country I have found in my experience that a very large number of the hotels in the smaller towns have practically no sanitary plumbing fixtures.

"I recently visited the toilet room of one of the best hotels in a town of about 15,000 population and found they had five-cent pay toilets. I inserted my nickel in the slot provided and I was very much surprised to find, on opening the door, that the seats on the closets had no varnish on them whatsoever, and the particular closet seat had a large crack, making it very unsanitary.

I called this matter to the attention of the assistant manager (the manager of the hotel not being in), who apologized several times and promised to have the toilets fixed at once. I immediately asked him how he expected to clean a toilet seat that had a crack about 3/16 of an inch. He promised to take the matter up with the general manager upon his return.

Upon my return to —— I took this matter up with our general sales manager and also direct with the particular salesman we have calling on this town. The salesman reported the matter to the local plumber and also visited the hotel, but the general manager was not in during his several visits.

"Finally I wrote the following letter to the manager of the hotel: 'Some time ago I passed through —— on an automobile trip and, as per my usual custom, I made your hotel my headquarters while in ——.

" 'While there, I had occasion to use one of your five-cent pay toilets in your washroom. I was very much surprised to find the condition of these toilets, which to say the very least, were very unsanitary. You were not at the hotel at the time, so I called this matter to the attention of your assistant, who promised to bring it to your attention. Mrs. ——, who was with me on the trip, informed me that the ladies' toilets were in a similar condition. Now, Mr. ——, I am sure that you, as manager of the leading hotel of ——, do not want people leaving your establishment and talking about the very unsanitary toilets you are providing.

" 'Perhaps this matter has not come to your attention and perhaps it has and has been corrected; however, I sent our representative to your hotel to see you, but he reports in each case that you were not in. It seems to me that the least you can do to bring these toilets somewhere nearer to what the people of today demand is to equip them with new toilet seats. We would be very glad to have the privilege of supplying you through any of the local plumbers of ——.

" 'I would like to also call your attention to the fact that the lavatories in your washroom were not equipped with stoppers. You will appreciate that when you have self-closing faucets on lavatories that it is almost impossible to wash without having some means of holding the water in the bowl. We believe that the common wash basin is as unsanitary as the common drinking up; and it would be our suggestion that you replace these basin faucets with the kind that are not self-closing or a combination fixture which permits your guests to

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wash in running water, which is far superior to using the common wash bowl.

"'You may think, Mr. ——, on account of the tone of this letter, that I have an axe to grind; but I want to say that, had your toilets been in any kind of decent condition at all, I would not be spending my time writing this letter; but it is in the interests of modern sanitation and incidentally, I believe, to your interest, because today the people are demanding sanitary plumbing fixtures more than ever before.

"'Should you decide to act on my suggestion, of course, we will be very glad to have you secure your modern fittings from us through some local plumber.'

(Signature.)

"A few days later I received the following reply:

"'We thank you for your very kind letter of recent date. Upon my return from —— I immediately went into the matter of the toilet seats and found they required attention at once. Therefore, had our local plumber put them into first-class condition without any further delay. He did not have any of your seats in stock, so used some he did have on hand.

"'We are very sorry the plumber was unable to furnish your material, as we felt you were entitled to furnishing it, since you were kind enough to call our attention to the want. However, we have no doubt that sometime in the future we will have occasion to require some of your products at some of our different hotels and thereby re-establish our good will with you.'

(Signature.)

"You will note from this letter that someone in the industry made a sale through my efforts. I believe that more sales of this kind can and should be made, if all of the sales representatives patronizing these hotels bring it to the attention of the owners properly. One thing, of course, must be avoided and that is antagonism toward the owners."

DEATH OF CECIL R. LAMBERT

Cecil R. Lambert, president of the Cecil R. Lambert Co., manufacturers' agents with offices in Detroit, was killed while riding in a taxicab to the Morrison Hotel, Chicago. The taxicab was struck by a speeding sedan which, dispatches state, was stolen from a restaurant owner and Mr. Lambert was crushed beneath the cab, which was turned completely over. His death was instantaneous, although the driver was only slightly cut. Cecil R. Lambert was 35 years old, the son of the late Charles R. Lambert, former president of the Clayton & Lambert Manufacturing Co., Detroit, who died about a year ago.

George A. Shields has recently taken three partners into his plumbing and heating business at San Rafael.

NO WONDER SUCH MEN SUCCEED

Recently two men were sitting in a Western hotel. They were both knights of the grip. Outside the wind was blowing and the rain was falling. It was 9:30 and both had about finished their morning paper.

"How would you like to shoot a little pool?" said Brown. The balls were already clicking in the billiard-room nearby.

"No, thank you," said Green. "I have work to do."

"Work on a day like this?" said Brown. "You're crazy. No self-respecting man would call on his trade on a day like this."

"I make hay when the rain falls," replied Green.

"I wonder if it has ever occurred to you," asked Green, "that the time to put in the good licks is when the other fellow is idle? There are two men in my line in town today. Both of them will wait until the sun comes out before they make a call. In the meantime I'll have made my calls, booked my orders and beaten it for the next town a day or two ahead."

"You are pretty confident, aren't you?" asked Brown.

"I'm confident because I know," replied Green. "A rainy day gives me a double advantage. First, I don't bump up against competitive salesmen because they stay housed, and, second, I find my buyers with time on their hands. They give me a quick and attentive audience. I hope the rain continues. It will mean a big day for me. If you want big business, go to it when the other fellow lags. That is strategy and strategy is the foremost step in successful salesmanship.

"Guess I'll try your prescription," said Brown.

That night both Brown and Green packed their trunks.

"Let's get that night train," said Brown. "We may be able to make our next town before this storm stops."

Some men like to parade so well that when they can't do anything else, they parade their virtues.

O. R. Cretse and Melo Zanolini have opened a plumbing business at St. Helena.

Ben. Beynon and C. B. Hedman, doing business as the Turlock Plumbing Company, recently dissolved. Mr. Beynon will continue the business.

John Brown has opened a plumbing shop in Gardnerville, Nevada. He was formerly a plumber for a smelting company at Ely, Nevada, and later was located at Susanville, Cal.

C. S. Frost of Davis has sold his hardware business to Messrs. White & Nieman, who are experienced in plumbing and electrical work and who will add these lines to their stock.

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Radio and Radiators

(By Harry G. Nye)



That is all it

WE ARE always being told about new wonders, but life, after all, is made up mostly of old things. The circus, for instance, never gets any different. It gets bigger, that's all. That is why a show always tells how "big" it is. can get: big.

Now, there's the radio. Wonderful, yes. But long before man made the radio, he radiated. It may astonish a plumber or a steamfitter, who has hooked up radiators, to hear that he is a radiator himself, and I ask his pardon, but, nevertheless, I say he is.

Yes, sir, we radiate. We give off waves. I've seen it a thousand times, in a thousand ways. Whenever you meet a man, he radiates something. And he is just like a regular radio, too: you never know what you are going to get. Sometimes it's a concert, sometimes a cat-fight. Sometimes the air is full of music, sometimes full of static disturbances.

I've seen a man come in some morning with a grouch, and one of two things happened: he either got better or he got worse. If he got better, it was because somebody who didn't have a grouch, but a grin, was a better radiator than he was.

If he got worse, it was because his grouch got everybody's else grouch to working, too. One fellow like that can ruin an office and wreck a shop. He can slow up work, spoil jobs, kill profits, lose the place friends. I know only one way to cure that kind of a radiator: that is to disconnect him — disconnect him from his job and the place he works in.

Yes, we all radiate. And the question is what? What are we giving off — music or lightning? The world around us is listening in, it can't help but listen in, and what are we doing? filling the air with song or discord?

But, thank the Lord, if it's song, that is just as contagious as gloom is. A man who goes at his work happily, who greets his fellow-workers cheerfully, who speaks to customers pleasantly, radiates just as much and just as well and just as wide as any other radiator.

I don't know but wider — for he is what the world is listening for. They aren't interested in the grouch. They aren't tuning up to catch the song of the sorrow-spreader or the dirge of the discouraged. They are listening for music, not murder; for happiness, not hate; for harmony, not hailstorms.

And so I say to you radiators, radiate along for your own sake, if for no other reason. It will get you farther than your imitation of a cat-fight, no matter how clever your imitation may be. People will listen to you longer, and listen to you gladder, than they will if you are letting loose only waves of woe.

The crab who radiates gloom makes every man's job harder, every man's work heavier, every man's day longer. He is as popular in a shop as a wet dog at a picnic. Nobody wants him near him, nobody wants him around. He is a bum radiator, a leaky radiator, who drips tears, instead of warming people around him with the warmth of human kindness.

And what we radiate as individuals we radiate as an industry. If our heads are down, if our outlook is gloomy, if business is always bad with us, business will either be bad in general, or business men will pass us up and pass us by.

I tell you it is time for us as individuals and as an industry to broadcast optimism, not pessimism; song, not discord; joy, not jaundice — and that is what I propose to do. I don't think we ever have been gloom spreaders, but some of us have neglected to be joy-spreaders. Let's, from now on!

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Hoosier Plumber Sets National Example

Secretary and Director of the Trade Extension Bureau Preaches What He Has Long Practiced Successfully

THERE'S absolutely nothing "Woolley" in the conventional sense about William J., of Evansville, Indiana. He is not "wild," he is no "wool-gatherer" and no one "pulls the wool over his eyes."

It is hardly necessary to tell our readers that "Bill" Woolley is Secretary and Manager of the National Trade Extension Bureau of the plumbing and heating industry, for his enthusiasm, his vision, the "wool-like" warmth of his personality have made him the benefactor and close friend of master plumbers, journeymen, contractors, heating men, jobbers, manufacturers and sanitary engineers all over the United States.

He is known by his works, and the T. E. B. under his direction has come to stand for Truth, Enthusiasm and Better Business. In three years' actual work an organization has been built up, a service to the trade created, and a spirit developed in the plumbing, heating and sanitary trade which has made 1922 the greatest year in the industry.



WILLIAM J. WOOLLEY,
Secretary and Manager, Trade Extension Bureau, than whom there is no more energetic, broad-gauged, constructive, popular figure in the plumbing and sanitation industry. "Bill" Woolley practiced before he started to preach, and he has been equally successful in both fields.

Some 22 years ago a young Evansville boy who had learned the trade of a plumber wanted to start out for himself, just as any ambitious young fellow should. Those were the days when young men might be seen but were not permitted to be heard at length. The proprietor of a plumbing shop in Evansville was expected to wear a beard, to have spent ten or fifteen years working for someone else, and to have come to the top by the slow process of years and seniority.

For this reason "Bill" Woolley called his business Thomas Woolley & Sons. Mr. Woolley, Sr., is quoted as having said that this was the only "union" he had any knowledge of. It was a fair exchange, for while the son played upon the years of his father, the senior had to rely entirely upon "Bill's" knowledge of the trade and business judgment.

Some of his friends called it hiding behind his father's whiskers, but it worked. The business grew, the shop expanded, the name Woolley became involuntarily connected with the thought of plumbing in Evansville, and the energy of William J. in time sought worlds to conquer beyond his city and state.

Active in Trade Organizations

Early in the game Mr. Woolley had interested himself in the organization of the master plumbers and had held office in the state association. With characteristic zeal and vision, he wanted to extend this work to perfect national organization on such a scale that the entire plumbing industry might profit by the combined counsel and impetus of all its factors.

All the factors involved were finally brought together at a general trade conference in Chicago in 1917. As Mr. Woolley himself says, "It was the war that finally brought us to accomplish what we had been talking about and hoping for these many years." We can also add that it was the enthusiasm and unconquerable spirit of men like William J. Woolley who were able to take advantage of the time to thwart conservatism and inertia by putting their dream into real form.



No. 208 Torch — List Price, Each, $17.00
Ask for Discount

Let Us Tell You Why

the No. 208 Torch gives better service and satisfaction. The improved Double Blunt Needle Burner burns perfectly the modern fuels, either gasoline or kerosene. Burner can not be ruined by enlarging the gas orifice as both Needles are blunt, not sharp pointed as in other makes. Jet Block is removable. Upper Needle is used to clean the orifice, thus insuring a perfect flame, lower regulates. Burns perfectly in cold and windy weather. Tank thoroughly braced. Has all up-to-date patented improvements. A time and fuel saver. Jobbers supply at factory prices. Get a catalog.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Avenue, DETROIT, MICH., U.S.A.

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So the Trade Extension Bureau as an organization was formed about five years ago. Mr. Woolley was selected as the executive secretary and manager and headquarters were established at Evansville, making that Indiana city the hub of the universe of sanitation.

Remarkable Growth in Ten Years

Under Mr. Woolley's two-fisted, nationally popular, progressive direction the little initial organization of a handful with a few thousand dollars' endowment from the manufacturers and jobbers, has grown until the bureau staff now includes 42 employes, conducting ten departments with an endowment of $150,000 gladly contributed by the grateful industry annually for its support.

The Bureau's mailing list of 27,000 receive frequent and invaluable data and sales helps that have built up individual enterprise and initiative until the past year has been the greatest, both in volume and in profits, ever experienced by the industry.

One of the recent big undertakings of the Bureau has been to increase the number of skilled plumbers. A careful survey showed the nation 15,000 plumbers short, with 8000 less skilled workmen than there were ten years ago. A campaign was instituted to enlist 30,000 apprentices into the trade, and excellent progress has already been made.

Enlisting 30,000 Apprentices

Any reader of these words who has not already seen and passed on copies of the Bureau's excellent booklet, "A Business Future for American Boys," should immediately write for a number of them to distribute in schools and homes.

In a number of cities regular schools have been established by the local master plumbers' association, where beginners may be taught the fundamentals under skilled direction, so that they may start as advanced apprentices, earning more for themselves and worth more to their employers while they are continuing their instruction.

In his work, Mr. Woolley acts on the theory that his greatest opportunity for service, as well as his best means of constantly vitalizing the work of the Bureau, is by "keeping on the outside," always in touch with his clientele, which "prospect list" includes the great army of members of the plumbing and sanitation industry all over the United States.

Reservoir of Inspiration Never Dry

Last year he traveled 27,000 miles and this year it will be more than that, attending conventions, speaking before manufacturers, jobbers, master plumbers, allied trades and organizations, always giving richly from his experience and broad viewpoint, always in turn taking ideas and comments away that can be applied to the great work of Trade Extension.

In short, he is successful in his present work just as he was successful as a plumbing dealer, through organization, with energy and enthusiasm and thoughtful application, by keeping on the outside, in close touch with the consumer of this commodity, capitalizing his personality and making those human contacts that no power on earth can turn aside.

J. E. Nichols of Santa Maria has engaged in the plumbing business at Williams, Arizona.

Charles H. Warner has bought the interest of his partner, Mr. Gilpin, in the plumbing and electrical business at Compton and will add to their stock.

At Last---

A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

ABSOLUTELY AUTOMATIC

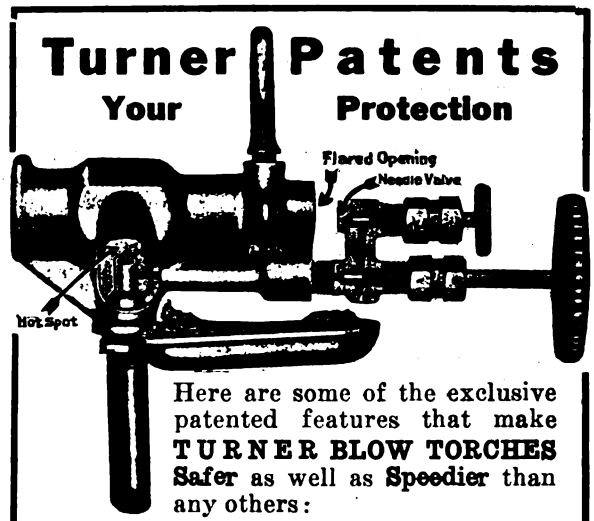
The finest thing in the torch line ever made. Write for prices and particulars.

MANUFACTURED BY

PEERBLOW MFG. CO., Leetsdale, Pa.



Turner Patents Your Protection



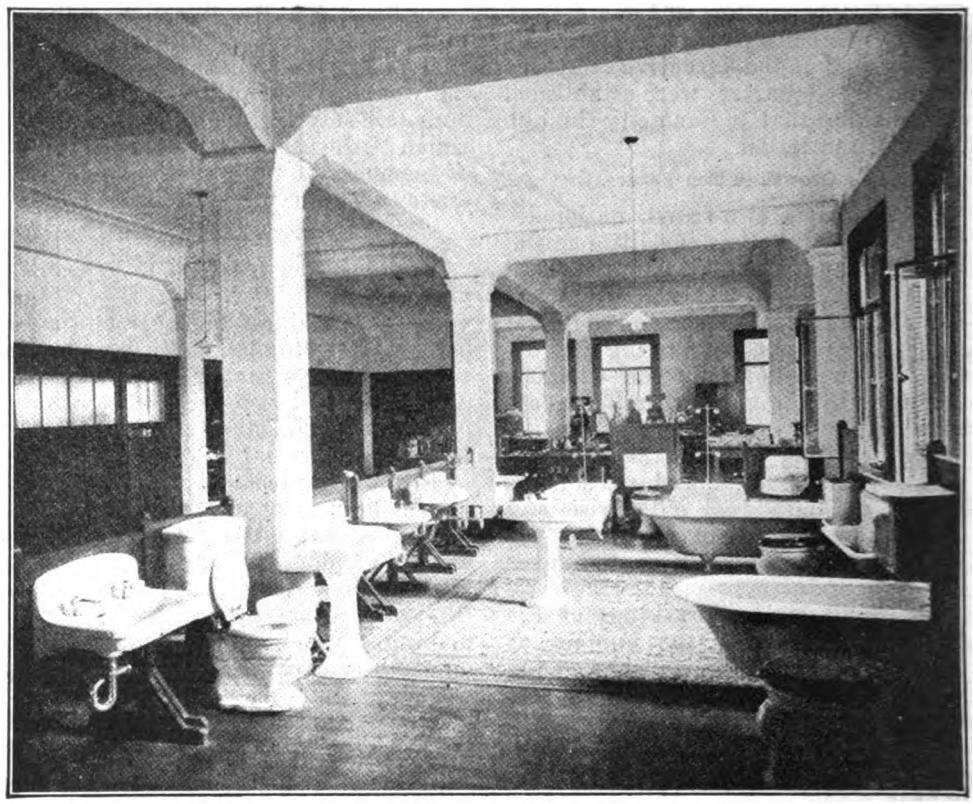
Here are some of the exclusive patented features that make TURNER BLOW TORCHES Safer as well as Speedier than any others:

Patented Safety Valve and Air Release.
Patented "Hot Spot Hump" in combustion chamber—secret of our ability to burn kerosene or low grade gasoline. Gassifies fuel perfectly.
Patented Separate Needle Valve Control.
Patented Flared Air Inlet.
Patented Parachute Principle Pump.
Patented Pump Lubrication.

Send for circular explaining all about the Turner "Master" Line of Blow Torches and Furnaces

THE TURNER BRASS WORKS
Sycamore, Ill. U.S.A.
ELM STREET

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The advantage of displaying merchandise is appreciated to a far greater extent by merchants in every other line, we believe, than by merchant plumbers, yet no other line of merchandise makes greater appeal to the home owners of your community or lends itself to a more attractive display.

Plumbing equipment is really an every-day necessity, yet people need to be reminded of their necessities just as well as they do of what appeals more to their comforts and convenience.

Plumbers should pay more attention to merchandising their lines, realizing that the desire must first be created in the minds of your prospective customers before you will ever make a sale. That means you must reach your prospects either through the eye or ear.

There is a reason why large stores pay fabulous rent in prominent locations to catch the eye of passersby. It is equally important that plumbers should make use of their opportunities wherever they may be located, in having attractive displays.

Very few can make the elaborate displays shown in the photograph herewith, but judging by the size of your community, you can at least have a neat and attractive display room and have it present an inviting appearance, even though few fixtures be displayed.

W. C. Augustine has purchased the plumbing business of R. F. Carter at Reedley and the business will be conducted under the name of the Valley Plumbing Company.

Sweeney & Sons are erecting a new building at Santa Barbara in which to install their plumbing and sheet metal stock. They are also operating a garage and handling tractors.



No. 10 Steel — ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative
FISKE-KRAMER CO.
Hearst Bldg.
San Francisco, Cal.

SEE OUR CATALOGUE IN SWEETS

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Plumber Tom's Philosophy



Art is any work supremely well done. Get in love with the plumbing business and put all the art possible into it. Your work appeals to the eye of the fastidious as well as to the mind of the practical.

If you lead a narrow life you won't have to be bothered with friends.

"We are lower than the lowest" might be a good advertising slogan, as it might be true either way you look at it. We have always been proud of the fact that we were never the cheapest man.

One of our editors went to see Annette Kellerman and her bathing beauties. For the benefit of our readers who are not sophisticated, we will say that a bathing beauty is a lady almost devoid of haberdashery.

Al Fuhlage, a fellow plumber, was the proud and happy possessor of six silk shirts. As Al could not wear them outside of his trousers, the only place he could make an adequate display of their beauty was on the clothes line. Alas for human vanity — some artistic thief swiped the shirts off the line.

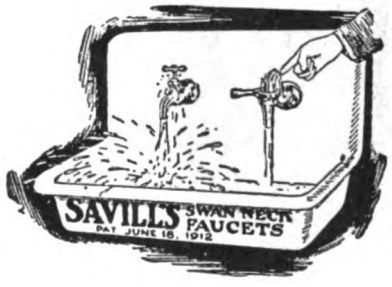
Before the strike two fellows worked for us, who were great society fellows. No Turner Hall dance was a success without them. One played the ukelele and the other wasn't worth a damn either. The union did us a great favor when they pulled them out, but don't know it.

The power of the press: A few years ago a French actress made her appearance in this country. A press agent, to whom a bath was a novelty, got her a lot of publicity by averring she took a daily bath in milk. The truth of the matter was the actress was a thrifty soul, who never paid the extra toll required for a room with a bath.

We have never been in a divorce court—neither as principal, co-respondent or witness. We had a narrow escape the other day. We refused to clean up the bathroom after using it and the Missus refused to give us a clean shirt. We finally "compromised." We cleaned up the bathroom and got the shirt. We feel we have been cheated somewhere in the deal, but can't figure out exactly how.

When we were a kid, Grandma used to tell us when we cried we were blinded to the beauties of life — that our tears blotted out all the good sights that God had given us. We liked our Grandma and that is why we are such an optimistic cuss. We are going to try to do less cussing and more smiling from now on. This, notwithstanding the fact that four able-bodied but feeble-minded pickets are now parading in front of our shop.

Savill Patented Swan-Neck Faucet



OCTOBER INSTALLATIONS

Lyman School for Boys, Westboro, Mass.; the United Soda Fountain Co., Boston; Wilmot Castle Co., Rochester, N. Y.; Baldwin Locomotive Works, Philadelphia; Rockefeller Institute, New York City; Dannehower's New Houses, Philadelphia.

Ask for Booklet Showing 25 Styles of Savill's Faucets

SEE PLUMBER FOR "SAVILL"

THOMAS SAVILL'S SONS

Wallace and Watts Streets, Philadelphia, Pa.

Sold by Jobbers of Plumbing Supplies Everywhere

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THE LEGAL RIGHT TO WHAT GOODS YOU SHALL SELL

Another of the Federal Trade Commission's decisions has been overthrown by the United States Circuit Court of Appeals, the next court to the Supreme Court of the United States. The case involves the question how far a seller may go in choosing his own customers. The question is not without difficulty, and out of it have grown quite a number of the most important monopoly suits decided by the United States Supreme Court. On the one hand there is the undoubted right of a dealer to sell whom he will, and on the other hand there is the fact that the exercise of that right if not restrained might lead to illegal monopoly. Where these two phases of the matter come into exact adjustment is not easy to determine. The Federal Trade Commission has always been determined to draw the line too tightly and a number of its rulings have been set aside by the courts for that reason.

The latest of its rulings on the choice of customers question to go by the board was brought by the Commission against Raymond Bros., Clark Co., a firm of Nebraska jobbers. A chain store concern had its headquarters in Omaha, Neb., and a large manufacturer solicited its business and accepted a large order from it. Bear in mind that this was the manufacturer selling direct to the retailer.

The Raymond Bros., Clark Co., who as I have said, were jobbers, discovered that the manufacturer was selling the chain store concern, and after an unavailing protest, threw his goods out and refused to handle them any longer. The manufacturer, in a wild moment, conceived the idea that refusing to handle his goods because he sold a chain store concern was unfair competition or restraint of trade, or something of the sort, and he preferred charges against Raymond Bros., Clark Co. along that line before the Federal Trade Commission. The Commission sustained them, greatly to everybody's surprise, and handed down a sweeping order against the jobber, ordering him to desist from the following acts:

Hindering or preventing any person, firm or corporation in or from the purchase of groceries, provisions or the like commodities direct from the manufacturers or producers thereof, in interstate commerce, or attempting so to do.

Hindering or preventing any manufacturer, producer or dealer in groceries, provisions and the like commodities in or from the selection of consumers in interstate commerce, or attempting so to do.

Influencing or attempting to influence any manufacturer, producer or dealer in groceries, provisions and the like commodities not to accept as a customer any firm or corporation with the manufacturer, producer or dealer in the exercise of a free judgment, has or may desire to have such relationship.

Note that the case is really not one of choosing one's customers at all, but choosing the goods one shall sell. The principle, however, is absolutely analogous.



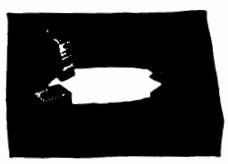
Nye, the Die Man
Pipe die maker to
the American Plumber

"There Goes Another!"

Not a flapper — not a flying machine —
Not even a tire — it's worse than that:
Another busted die — darn it!
Next time buy a better die, a **Nye** Die.

Nye Dies

Are made of the best tool steel — **and**
According to the best mechanical ideas.
The strain is distributed, equalized.
They cut easier than any other.
Nye Dies don't break — they wear out.
Wear out, yes—but at a ripe old age.
Get one before the undertaker gets **YOU.**



Nye Solid Die

HARRY G. NYE

The Nye Tool & Machine Works

108-128 North Jefferson St., Chicago



Nye Armstrong Die

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The Raymond Bros., Clark Co. appealed to the United States Circuit Court of Appeals, which has just reversed the Federal Trade Commission, setting aside its rulings at every point. The following is from the Appeal Court's decision:

We are of the opinion that the findings of the Commission do not show petitioner (Raymond Bros., Clark Co.) to have been guilty of an unfair method of competition so far as the Basket Chain Stores Co. is concerned, or others similarly engaged in business. There is no finding that petitioner combined with any other person or corporation for the purpose of affecting the trade of the Basket Stores Co., or others similarly engaged in business.

So far as petitioner itself is concerned, it had the positive and lawful right to select any particular merchandise which it wished to purchase and to select any person or corporation from whom it might wish to make its purchase. The petitioner had the right to do this for any reason satisfactory to it or for no reason at all. It had a right to announce its reason without fear of subjecting itself to liability of any kind. It also had the unquestioned right to discontinue dealing with any manufacturer for any reason satisfactory to itself or for no reason at all.

Any incidental result which might occur by reason of petitioner exercising a lawful right it cannot be charged against the petitioner as an unfair method of competition.

The case establishes the principle which I always regarded as clearly established before, viz.: that if I am handling certain merchandise and don't like what the manufacturer of that merchandise is doing, I can throw the merchandise out and refuse to handle it again. And of course I can, if I do not go beyond persuasion, induce my own customers, to whom I have been selling this merchandise, to throw it out also. I must not combine with my competitors to accomplish this result, however, but I can do it myself as freely as I can breathe. And, as the Appeal Court says, as I don't have to have any reason to do this, it follows that no reason I could have would make it illegal.

"My sister's feller kicked my dog yesterday," said Willie, a Denver hardware cub, "but I'll get even with him all right."

"How'll you get even?" said Willie's friend.

"I'm goin' to mix quinine with my sister's face powder.

OTTO BERNZ CO.
EXTEND TO YOU THEIR CORDIAL
Greetings
AND WISH YOU AND YOURS
A Merry Christmas
and
A Happy New Year

Garden Hose Valves
OF
Recognized Quality
Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.
HAYS MFG. CO., Erie, Pa.
W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco



SPECIFY
"Genuine" Perfection
No. 10 Floor and Ceiling Plates
— The Sturdy Plate —
Reinforced by a "Plate within a Plate"
THE BEATON & CADWELL MFG. CO.
NEW BRITAIN, CONN.
New York Warehouse: 234 Water St.
SEE OUR CATALOGUE IN SWEET'S

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NEED MORE OF THIS KIND OF AMERICANISM

"A Judiciary made subordinate to the Chief Executive or obliged to follow suggestions from a throne reveals a subjection to arbitrary authority inconsistent with love of individual liberty. A Judiciary whose judgments must be made to follow popular clamor and the inconsistency of a mob indicates a people lacking that conserving self-restraint without which popular government is foredoomed to failure."
—The Chief Justice of the U. S. Supreme Court.

Decision of Supreme Court

By the unanimous decision of the highest tribunal of this land, the question has been settled that trade unions are suable for wrongful acts and damage and are responsible in a manner similar to any other incorporated association or partnership. In final disposition of the long contention in the celebrated Coronado Company versus United Mine Workers strike case, the court, in part, says: "Our conclusion as to the suability of the defendants is confirmed in the case at bar by the words of sections 7 and 8 of the Anti-trust Law. The persons who may be sued under section 7 include corporations and associations existing under or authorized by the laws of either the United States, or the laws of any of the territories, the laws of any state, the laws of any foreign country. Congress was passing drastic legislation to remedy the threatened danger to the public welfare and did not intend that any person or combination of persons should escape its application."

This does not suit the demagogues and the scheming, double-faced politicians who are accustomed to lick the hand of Gompers or who ask special class legislation of Congress, but this decision represents the true ideal of our government which, it is well to bear in mind, is not a democracy where mobs assemble to make laws, but was founded as a representative government.

While many admirable comments have been made on the decision rendered, we give below an interpretation taken from the editorial column of one newspaper as worthy of universal consideration:

An American Victory

"The ruling of the United States Supreme Court that labor unions can be sued and their strike funds seized as security has been called a 'terrific blow to union labor.' This is untrue. It is a terrific blow to lawlessness and violence in union labor, but that element represents only a small proportion of union men. The real trade unionist, in the reputable sense of the term, is not by instinct or preference an outlaw. He recognizes the authority of the law in his private dealings as faithfully as any other citizen, and it is by no wish of his that certain un-American and unprincipled leaders have betrayed organized labor into extra legal abuses.

"On the contrary, the Supreme Court decision will be welcomed everywhere by the better class of trade unionists. It will impose a check on the excesses of radicals and establish a clear line of demarcation between anarchists and law-abiding Americans in the unions. The distinction has hitherto been blurred by the mischievous proposition of Mr. Gompers and others that the unions are and should be outside the reach of the law. Confusion arising from this cause has cast an unmerited stigma on decent American workmen, implicated against their will in the crime of defying the law.

"Until now the great industrial cities of the country like New York, Chicago and San Francisco have been invaded by the creeping paralysis of radicalism, and have suffered great destruction and loss from this source, both in present wealth and in plans for future growth. But now that the riotous element must compensate for damage and outrage with their own earnings and with those of innocent men reluctantly linked with them, their criminal impulses will be restricted not only by their avarice, but by the stern disfavor of the civilized majority who have been made their unwilling accessories.

"Any hope the radical faction may entertain of repealing the Supreme Court decision and securing exemption from the established law through an act of Congress is entirely illusory. Efforts of that kind have always proved futile. The nation is inexorably set against the idea of special privilege, and if it is called upon to express itself on this issue, there will be no doubt of the outcome."

Beware of "Isms"

Appeals through glittering generalities, platitudes and misleading thought, advocating unsound theories may, for the moment, catch those tainted with Socialism, incite those inclined toward Communism to action, and even secure a few new converts to Bolshevism, but we still believe in education and average intelligence.

Those who substitute this sort of thing for facts, in answer to well defined questions, may for a time carry on their program, but before long they will be properly classified and the prestige of position, upon which they presume to depend for the acceptance of half truths, will slip from under them. Fallacies have never solved anything and we would save coming generations from sadder experiences.

One kind of hunter never fails to bag plenty of game. He is the trouble hunter.

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ALPHABET OF SUCCESS

A dvertise constantly and truthfully.
B elieve in myself and in my business.
C oncentrate my talents and my assets toward one goal — success.
D evote my time and my energy to improving my facilities for service.
E ndeavor to inculcate loyalty in my employes.
F ulfill promptly the promises I make.
G ive my best efforts every day.
H ave respect for others; conduct myself so that others respect me.
I nvent new methods of merchandising before I need them.
J oin hands with fellow merchants in making my town a better town.
K eep my window displays fresh in appearance and strong in appeal.
L earn what my customers want and keep it in stock.
M ake at least one new friend every day.
N ote the progress of other merchants; equal or exceed it.
O verlook nothing that honorably promotes the welfare of my business.
P repare for adversity—but forestall it.
Q ualify myself to supervise the larger business I am building.
R ight mistakes I make; endeavor to make none.
S ubscribe to trade journals; and read them.
T ackle my biggest problems with confidence.
U tter nothing derogatory to fellow merchants; the golden rule still exists.
V alue my self-respect more than the adulation of others.
W ork with a view to serving the community as well as myself.
X anthippe lost her temper; I control mine.
Y ield only when wrong, then yield gracefully.
Z ealously guard the interests of my customers from January 1 to December 31.

POWER OF A MAGNET

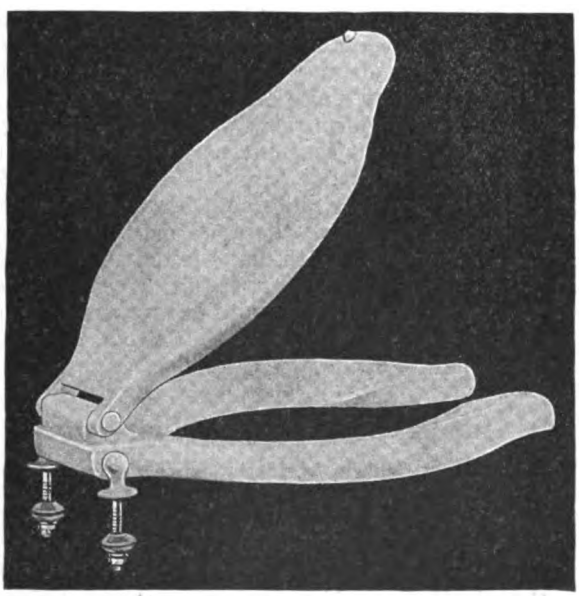
A young man from the country called on a certain great manufacturer in his workshop, and the man of metals and machinery picked up a powerful magnet and said:

"That magnet will draw 3 lbs. of iron from a distance of two feet. There is no natural object on the face of the earth that has more power."

"I don't know about that," said the young countryman thoughtfully. "I know a natural object, wrapped in muslin and frills, that is drawing me every Sunday evening over three miles of plowed fields."

Nobody knows why frogs croak, but probably it is for the same reason that men croak.

Church White Pyralin
Closet Seats



are made in our own wood working shop and covered with genuine white sheet Pyralin which is applied by our patented process and should not be confused with enameled or sprayed coatings.

The surface of Church Seats is non-porous and requires only soap and water for cleaning. They can never turn yellow, chip nor crack.

Write for Latest Catalog

C. F. Church Mfg. Co.
Makers of High Grade Bath Room Supplies
Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by the leading jobbing and supply houses.

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HOW CHARLES B. SEGER MADE GOOD

"Were I to attempt to draw up a list of the ten ablest industrial executives in America today, it would include Charles B. Segers, president of the United States Rubber Company, whose responsibilities have just been increased by the death of Colonel Colt, founder and chairman of the company," writes B. C. Forbes. "The truth, however, is that Mr. Seger has been the active head of this mammoth enterprise for almost three years—he joined the company as president at the beginning of 1919.

"Before that he was president of the Union Pacific Railroad System, a position which most men would rate as equal in importance to the presidency of the United States Rubber Company; but Mr. Seger was attracted by the world-wide ramifications of the latter enterprise and also by the wider scope for the exercise of initiative, originality and enterprise afforded by the industrial field as compared with railroading now that it is 'regulated' almost to petrifaction.

"Mr. Seger's career is typically American. His father died and left the family without a penny. Little Charles had to start work long before he had finished even an elementary school course. His early jobs, in his home state of Louisiana, were pretty rough. They included wheeling coal in a coal yard and acting as janitor of a building plentifully supplied with cuspidors which he had to groom. His father had been interested in railroads, and the lad's ambitions lay in that direction.

Getting a job as an office boy at considerable less pay than he had been earning as a laborer, he took special pains to make himself useful by working overtime to help a man who had to do a lot of figuring. In return, this man took pains to train young Seger. The result was that Seger soon earned a reputation as bookkeeper, auditor and accountant. Promotions came.

"But Seger didn't want merely to handle figures. He wanted to handle trains and traffic. So he never missed an opportunity to get out and wrestle with the practical work of moving traffic. His activities attracted the notice of E. H. Harriman, who had a knack of spotting human dynamos. Seger rose from one position to another until he finally landed in the presidential chair of the principal Harriman system.

"Harriman used to say that Seger sized up and summarized a problem more effectively than any other man. On one occasion a big deal was under consideration of Harriman. He had called for a statistical analysis of the proposition. In due course he was handed a bewildering array of figures. He glanced at it, thrust it aside, and impatiently ordered that Seger be told to do the job. Within twenty-four hours Seger handed Harriman, not a sheet yards long, but one page containing only a few figures. 'That's what I want!' snapped Harriman. Seger's brief compilation told him all he wanted to know.

"The greatest rubber company in the world, therefore, will not be seriously affected by the death of its titular head. Mr. Seger was only fifty-four on August 29."

BUSINESS OF DISPENSING HAPPINESS

He is a book agent who is watched for, listened for and welcomed when he arrives. Asked recently to give the secret of his long life and happiness he said: "I saved my money, married a good girl, reared a large family, whistled, and was always happy." I suspect that the real secret lies in the final clause. He was always happy.

Because he was and is happy he whistles—that is his peculiar way of expressing his happiness—and because he is happy and pleasant and diffuses happiness wherever he goes, he is welcome and he prospers. "Whistling Jimmie" put into practice the formula of "Bobbie" Burns:

> If those who pine would whistle,
> If those who sigh would laugh,
> The rose would outgrow the thistle,
> The wheat would outrun the chaff.

Practically every one could follow the formula of "Whistling Jimmie." Every one could save his money, at least some of it. And the world is full of good girls ready to mate with good men. Every one might whistle, though if every one did this would be a more dinsome world than it now is; but every one may do something to express his happiness to others without throwing more or less melodious notes into the air. One may whistle and be a nuisance.

But one may smile and look pleasant and be kind and considerate without making the slightest disturbance. And one may be happy all the time. As for a large family — well, that safely may be left to the judgment and circumstances of the good girl and the good man.

The point I wish to make is that he is happy, always has been happy, and so goes about making others cheerful and happy and filling a very big place in a world that needs happiness more than it needs anything else.

MODERN WAYS NOT VERY DIFFERENT

Down in Georgia in antebellum days there lived a certain elderly schoolmaster. He was something of a politician, too, and always took a lively interest in the local affairs of the community, especially the horse races.

One Friday afternoon, just before adjourning school, the schoolmaster said to his pupils: "Boys, I suppose you know there is a horse race at the fair grounds to morrow afternoon. You must not go. But if you do go, you must not bet on the races. But if you do bet, be sure to put your money on Abercrombie's mare."

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS — K64, C370, P1990, Essex, on Feet — 4-ft., $48.35; 4½-ft., $48.35; 5-ft., $40.35; 5½-ft., $45.70; 6-ft., $62.70.

K57, C360, P1991, Essex, on Base—4½-ft., $53.35; 5-ft., $52.00; 5½-ft., $58.70; 6-ft., $78.70.

K80, P1933, Knickerbocker—5-ft., $41.70; 5½-ft., $47.00.

K10 to K10¼, P2160 to P2173, Cardinal, Conred, Enam. All Over—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.

K10 to K10¼, P2160 to P2173, Conred, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

K10½, P2180 to P2186, Recona, Enam. All Over, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.

K10½, P2180 to P2186, Recona, Enam. Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Corner, Viceroy, Sierra—4½-ft., $95.35; 5-ft., $100.00; 5½-ft., $108.00; 6-ft., $140.00.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Recess, Viceroy, Sierra—4½-ft., $86.00; 5-ft., $91.35; 5½-ft., $100.00; 6-ft., $134.70.

F10 to F11, P2319 to P2322, Pembroke, Pier, Viceroy—5-ft., $133.50; 5½-ft., $141.50; 6-ft., $157.30.

F7 to F8, P2380 to P2388, Woodmere, Corner, Imperator—5-ft., $180.00; 5½-ft., $186.70.

F9, P2390 to P2393, Woodmere, Recess, Imperator—5-ft., $166.70; 5½-ft., $173.35.

F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278.70.

F6, Imperator (Wall Pattern) 5-ft., $230.70; 5½-ft., $244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.35; 5½-ft., $158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.85.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., $133.33; 5½-ft., $146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS — K112, P2510, with Strainer and Waste—36x36-in., $84.00; 42x42-in., $112.00.

K108, P2511, with Strainer and Waste — 36 x 36-in., $113.50; 42x42-in., $150.70.

K107, P2512, with P2530 Drain—38x38-in., $149.50.

K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $153.50.

SHOWER MIXING VALVES — NC1, H15, P2745, $25.35. NC1, H12, P2746, $25.35. NF1, H10, P2747, $25.35. P2748, $30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	54.70
H909½, P2791, Shower and Shampoo	64.00
NC100, H952½, P2803, Shower	33.35
H953½, P2804, Shower	30.70
NC1100, H954½, P2807, Shower	42.00
NC1100 (with stops), H954½, P2809, Shower	40.70
H943½, P2815, Shower	48.70
H944½, P2816, Shower	47.35
H945½, P2819, Shower	55.35
H946½, P2820, Shower	55.35
NC1100½, H956, P2821, Shower and Shampoo	
P2823, Shower and Shampoo	54.70
H1402, P2826, Shower	16.00
H1406, P2827, Shower	15.70
H1400, P2828, Shower and Shampoo	31.70
H1404, P2829, Shower and Shampoo	30.70
H1410, P2836, Shower	36.70
H1411, P2837, Shower	38.00
H1408, P2841, Shower and Shampoo	50.70
H140 P2842, Shower and Shampoo	52.00
NF1050, H900, P2855, Shower	38.70
NF1050½, P2856, Shower and Shampoo	51.00
NF1055, H895, P2857, Shower	46.70
H904, P2860, Shower	45.35
P2861, Shower and Shampoo	58.00
H1246, P2868, Shower	34.70
H1250, P2870, Shower	27.70
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	52.00
H1200, P2916, Shower	66.35
H1206, P2918, Shower	44.35
H1204, P2919, Shower	46.00
P2920, Shower and Shampoo	59.00
P2921, Shower and Shampoo	60.35
Portable Showers—	
H1275, P2946, Portable Shower	21.35
S124, Portable Shower	15.00
Wall and Ceiling Showers—	
H1270, P2950, Wall Shower	13.00
H1268, P2952, Ceiling Shower	13.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in., $33.35; 22x27-in., $38.70; 22x30-in., $48.70.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., $14.70; 18x24-in., $17.00; 20x24-in., $22.70; 22x27-in., $36.00.

C145, K332, P3850, P3855, Ophir—20x24-in., $22.80.

C152, K582, P4045, Ralwon, 17x19-in., $10.80.

P4125, Arion—19x24-in., $22.65.

P4205, Othello—18x21-in., $12.15.

K580, C150, P4206, Othello—18x21-in., $13.80.

K608, C162, P4335, Beverly—18x21-in., $12.70.

K614, C164, P4345, Crescent—17x19-in., $8.70.

K752, P4365, Alva—14x16-in., $8.70.

K668, C180, P4940, P4945, Athena—20-in., $25.85.

K668, C180, P4946, Athena—20-in., $25.85.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., $18.20.

K690, C184, P4980, P4985, Verdun—16-in., $14.35.

P5080, P5085, P5086, P5087, Everett—19-in., $18.70.

K732, C190, P5110, P5115, Yale—16-in., $11.00.

K762 C192, P5145, Aida—16-in., $9.00.

Add for Waste when required—P11285, Imperial, $9.35; P11289, Empire, $8.00; P11290, Princess, $6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $31.75.

F11001—¾-in. Valves, 2¼-in., Waste, $40.00.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $34.50.

P11003—¾-in. Valves, 2¼-in. Waste, $45.35.

P11010—½-in. Valves, 2-in. Waste, $37.35.

P11011—¾-in. Valves, 2¼-in. Waste, $44.70.

P11012—½-in. Valves, 2-in. Waste, $42.70.

P11013—¾-in. Valves, 2¼-in. Waste, $47.35.

P11015, "Quicko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.

P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.35.

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.35.

P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00

Compression—

P11025—½-in. Valves, 1⅜-in. C. W. & O., $28.70.

F11026—¾-in. Valves, 1½-in. C. W. & O., $28.35.

P11030—½-in. Valves, 1⅜-in. C. W. & O., $27.35.

P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.

P11040—½-in. Valves, 1½-in. Waste, $46.70.

P11041—¾-in. Valves, 2-in. Waste, $51.35.

NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in Waste, $64.00.

H2466—Speakman Deshler, ½-in. Valves for Por. Tubs. $36.00.

H2460—½-in. Valves for Enameled Iron Tubs, $30.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, $34.70.

P11066—¾-in. Valves, 2¼-in. Waste, $50.70.

"Quicko"—

P11090—½-in. Valves, 2-in Waste, $46.00.

P11091—¾-in. Valves, 2½-in. Waste, $50.70.

Exposed for Conred Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.35.

Exposed for Pembroke and Woodmere Baths—Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00

¾-in. Valves, 2¼-in. Waste, $40.00.

P11125—½-in. Valves, 2-in. Waste, $48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $7.70.

P11155—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $18.60.

P11165—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $20.00.

BATH WASTES—P11175—Imperial 2-in. Waste, $18.40.

P11176—Imperial 2¼-in. Waste, $16.70.

P11179—Imperial 2-in. Waste, $18.00.

Bath C. W. & O.—

P11185—1⅝-in. N. P. C. W. & O. for Essex Bath, $2.75.

P11188—1¾-in. N. P. C. W. & O. for Conred Bath, $5.50

1½-in. N. P. C. W. & O. for Conred Bath, $6.00.

P11189—1⅝-in. Rough C. W. & O. for Conred Bath, $5.00

1½-in. Rough C. W. & O. for Conred Bath, $6.00.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath, $6.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—
P11260—Verona, Compression, Enamel Lavatory.....18.35
P11263—Verona, Compression, Vitreous Lavatory.....16.75

LAVATORY WASTES—
P11285—Imperial, China Knob..... 7.00
P11288—Imperial, China Knob..... 7.00
P11289—Empire, China Knob..... 5.75
P11290—Princess, China Knob..... 6.70
P11291—Princess, China Knob..... 6.70
P11293—Princess, China Lever..... 6.70
P11294—Princess, China Lever..... 6.70
P11295—Princess, China Lever..... 8.00
P11296—Princess, "B" China Handle..... 8.00
P11297—Princess, 4 Ball Handle..... 8.00

SHAMPOO FIXTURES —
P11358—Quicko Double Basin Cock..... 8.75
P11359—Pedestal China Soap Dish with Drain..... 2.20
P11360—Compression, as described.....20.00
P11368—Quicko, as described.....20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, $58.35.

LAVATORY SUPPLY PIPES — Strictly I. P. Size — Pipes to Wall—Short Pattern, 6 in x 7-in.
P11371—With W. H. Stop, ⅜-in., $4.75; ½-in., $5.60.
P11372—With O. I. Stop, ⅜-in., $5.15; ½-in., $6.10.
P11373—With L. K. Stop, ⅜-in., $4.75; ½-in., $5.60.

LAVATORY PLUGS AND CHAIN STAYS—
P11395—P. O. Plug for Porcelain Enameled Lavatory.. .60
P11396—P. O. Plug for Vitreous Lavatory..... .75
P11397—Chain Stay for Vitreous Lavatory..... .40

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $9.35.

NICKEL PLATED SINK AND LAVATORY TRAPS—Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," $1.80; 1½-in., $1.80.
P11451—1¼-in. Vented "P," $3.00; 1½-in., $3.15.
P11456—1¼-in. Bag, $4.70; 1½-in., $4.60.
P11462—1¼-in. Plain "S," $2.70; 1½-in., $2.70.
P11463—1¼-in. Vented "S," $3.60; 1½-in., $4.00.
With Cleanout—
P11450—1¼-in. Plain "P," $3.80; 1½-in., $3.70.
Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P," $2.75; 1½-in., $2.70.
P11451—1¼-in. Vented "P," $3.75; 1½-in., $3.95.
P11456—1¼-in. Bag, $3.75; 1½-in., $3.70.
P11458—1¼-in. "P" (N. Y. Reg.), $2.70; 1½-in., $3.10.
P11462—1¼-in., Plain "S," $3.20; 1½-in., $3.40.
P11463—1¼-in. Vented "S," $4.15; 1½-in., $4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.00; Finished, $1.05; Nickel Plated, $1.25. ¾-in. Rough, $1.25; Finished, $1.35; Nickel Plated, $1.55.
H102—½-in. Rough Hose SSS, $1.10; Finished, $1.25; Nickel Plated, $1.40. ¾-in. Rough Hose, $1.40; Finished, $1.50; Nickel Plated, $1.70.
H110—½-in. Rough Plain SOT, $0.90; Finished, $1.00; Nickel Plated, $1.15. ¾-in. Rough Plain SOT, $1.15; Finished, $1.25; Nickel plated, $1.40.
H112—½-in. Rough Hose SOT, $1.00; Finished, $1.15; Nickel Plated, $1.30. ¾-in. Rough Hose, $1.30; Finished, $1.40; Nickel Flated, $1.55.
H135—½-in. N. P. Plain Adj. Flange, $2.05; ¾-in., $2.50.
H137—½-in. N. P. Hose Adj. Flange, $2.20; ¾, $2.60.
H140—½-in. N. P. Plain Set Screw Flange, $1.85; ¾, $2.25.
H142—½-in. N. P. Hose, $2.05; ¾-in., $2.40.
H365—½-in. N. P. Comp. Stub W. T. Bibbs Plain, $1.50.
H367—½-in. N. P. Comp. Stub W. T. Bibbs Hose, $1.80.

QUICK COMPRESSION BIBBS—H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $1.60; ¾-in., $1.90.
H412—½-in. Nickel Plated, Hose SOT, Metal Handle, $1.70; ¾-in., $2.05.
H413—½-in. Nickel Plated, Plain SOT, China Handle, $1.90; ¾-in., $2.20.
H414—½-in. Nickel Plated, Hose SOT, China Handle, $2.05; ¾-in., $2.35.
H435—½-in. Nickel Plated, Adj. Flange, $2.15; ¾-in., $2.60.
H437—½-in. Nickel Plated. Adj. Flange, Hose, $2.30; ¾-in. $2.80.
H438—½-in. Nickel Plated, Plain. $2.50; ¾-in., $3.00.
H439—½-in. Nickel Plated, Hose, $2.65; ¾-in., $3.10.
H440—½-in. Nickel Plated, Plain SS Flange, Metal Handle, $2.00; ¾-in., $2.35.
H442—½-in. Nickel Plated, Hose, SS Flange, Metal Handle, $2.15; ¾-in., $2.50.
H443—½-in. Nickel Plated, Plain, SS Flange, China Handle, $2.30; ¾-in., $2.60.
H444—½-in. Nickel Plated, Hose, SS Flange, China Handle, $2.50; ¾-in., $2.85.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT, $1.75; ¾-in., $2.05.
H512—½-in. Nickel Plated, Hose, SOT, $2.50; ¾-in., $2.25.
H540—½-in. Nickel Plated, Plain SS Flange, $2.20; ¾-in., $2.50.
H542—½-in. Nickel Plated, Hose SS Flange, $2.35; ¾-in., $2.60.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS, $1.45; ¾-in., $2.00.
H577—½-in. Finished, Hose SSS, $1.65; ¾-in., $2.20.
H587—½-in. Finished, Hose SOT, $1.75; ¾-in., $2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P. Both Ends T. H., $0.90; ⅜-in., $1.15. ½-in. Nickel Plated Both Ends T. H., $1.15; ¾-in., $1.75.
H605 and H608—½-in. N. P. I. P. Both Ends W. H., $1.45; ⅜-in., $1.75.
H615 and H618—½x½ O. D. T. H. or W. H. N. P., $1.15. ½x9-16 O. D., $1.15. ½x11-16 O. D., $1.35.
H620 and H623—½-in. I. P. Both Ends Finished, Loose Key, $1.80; ½-in. I. P. Both Ends N. P., Loose Key, $1.45; ¾-in. I. P. Nickel Plated, Loose Key, $2.25.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.40.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.20; ¾-in., $1.20.

BOILER DRAIN COCKS—H655 and H658—½-in., 90c; ¾-in. Rough N. P. Male, $1.00; ¾-in., $1.00.
H656 and H659—½-in. Rough N. P. Female, $1.00; ¾-in., $1.00.
H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅜-in. $2.05.
H703—½-in. TH or LH Stop and Waste, $1.50; ⅜-in., $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.05; ⅜-in., $1.50.
H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.05; ⅜-in., $1.50.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.15.
H855—No. 2 Medio Basin Cocks, Pair, $4.20.
H856—No. 2A Medio Basin Cocks, Pair, $5.25.
No H870—No. 5 Dunlo Basin Cocks, Pair, $5.85.
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95.

QUICKO BASIN COCKS—H901—No. 1½, $5.45.
H902—No. 2 Quicko Basin Cocks, $4.00.
H903—No. 3 Quicko Basin Cocks, $3.90.
H908—No. 5 Quicko Basin Cocks, $5.35.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, $5.25.
H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.10.
H951—"Standard" Ball Bearing, China Level, pair, $9.45.
H970—"Standard" Boston, pair, $6.60.
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, $7.50.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, $10.50. (For China Soap Cup see U11359.)
Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $16.50.

PANTRY COCKS—
H1000—No. 1 Compression, pair..... 5.80
H1010—No. 1 Quicko, pair..... 8.65
H1015—Quicko, Double, each.....12.00
H1030—No. 1 Fuller, pair..... 8.80

SLOP SINK COCKS—
H1070—Compression.....15.75
H1075—Fuller.....15.75

DOUBLE BATH COCKS—
H1100—No. 3 Compression..... 4.15
H1105—No. 3A Compression..... 4.50
H1142—No. 1½ Quicko..... 5.25
H11150—No. 2½1, Quicko..... 4.90
H11152—No. 2½ Quicko..... 4.90
H1160—No. 10 Quicko.....10.15
H1170—No. 5½L Fuller..... 4.90
H1172—No. 5½ Fuller..... 5.25
H1175—No. 4½L Fuller..... 4.15
H1177—No. 4½ Fuller..... 4.50

CHICAGO FAUCET COMPANY'S BRASS GOODS—
A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.20 each. Extra Washers for same, $2.00 per hundred.
A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $2.90.
A900—N. P. Quaturn Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., $3.10.
A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.
A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.
A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.80.
A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $9.00.
A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.
Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 35c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $18.00 per hundred ft.
O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in., $37.50; ¾-in., $41.25; ⅞-in., $48.75; 1-in., $39.00; 1¼-in., $42.75; 1¼-in., $48.00; 1½-in., $52.50; 1½-in., $56.25; 2-in., 75.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.—⅛-in.,61c; ¼-in., 57c; ⅜-in., 53c; ½-in., 50c; ¾-in., 47c; 1-in., 47c; 1¼-in., 47c; 1½-in., 47c; 2-in., 47c; 2½-in., 47c; 3-in., 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

1½in. Laundry Tray Plugs, 1½ O. D. Tail Piece, doz.,.19.90
1½-in. Laundry Tray Plugs, 1½ I. P. Tail Piece, doz...19.90
Fin. Brass Wash Tray Plugs, 1¼ Met. Stopper, doz... 5.50
N. P. Chain Stays, No. 1, doz 4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen..... 4.50
China Chain Stays, doz..... 9.60
N. P. Chain Stay and Cock Hole Cover..... 6.75
N. P. Basin Cock Hole Cover, doz. 8.40
N. P. Basin Chain wf. Snaps, No. 00, do 1.50
N. P. Basin Chain wf. Snaps, No. 0, doz 1.70
N. P. Bath Chain wf. Snaps, No. 00, doz 2.00
N. P. Bath Chain wf. Snaps, No. 0..... 2.40
N. P. Basin Chain 12 Yd. Box, No. 00, b..... 2.10
N. P. Basin Chain 12 Yd Box, No. 0, bc..... 2.50
N. P. Basin Chain 12 Yd. Box, No. 1, bc..... 3.10
N. P. Basin Chain, No. 00, per 100 feet..... 5.50
N. P. Basin Chain, No. 0, per 100 feet..... 6.80
N. P. Basin Chain, No. 1, per 100 feet..... 8.50
N. P. Basin Chain, 500-foot reels, No. 00..... 5.30
N. P. Basin Chain, 500 foot reels, No. 0..... 6.40
N. P. Basin Chain, 500-foot reels, No. 1..... 8 30
Beaded Basin Chains, per dozen 3.50
Beaded Bath Chains, per dozen 3.90
N. P. Chain Snaps, large, per dozen..... .26
N. P. Chain Snaps, small, per dozen ..... .24
N. P. Chain "S" or "8" Hooks, per dozen..... .48
¼-inch Threaded Brass Rod, per foot..... .40
¼-inch Rough N. P. Brass Nuts, threaded through, 100. 3.00
¼-inch N. P. Brass Cap Nuts, per 100..... 3.00

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6..... 9.75
F115 and F125—Built-in Soap Holder, 6x6..... 4.90
F140—Built-in Grab Rail, 6x6..... 9.80
F150—Built-in Comb. Rail and Soap, 6x6..... 9.80
F160—Built-in Tumbler Holder, 6x6..... 5.00
F170—Built-in Sponge Holder, 6x6..... 7.90

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish 3.00
14039—Wall Soap Dish 3.20
14076—Wall Soap Dish 3.75
14049—Wall Soap Dish 4.75
14073—Wall Soap Dish 3.20
14044—Tub Rim Soap Dish 2.90
14080—Tub Rim Soap Dish 3.60
12306—6-inch Three-Arm Swinging Bar 5.00
12103—14-inch Three-Arm Swinging Bar 6.00
12518—⅝x18-inch Towel Bar 3.75
12524—24-inch Towel Bar 4.00
12530—30-inch Towel Bar 5.00
11818—¾x18-inch Towel Bar 4.50
11824—24-inch Towel Bar 4.80
11830—30-inch Towel Bar 5.50
11612—1x12-inch Towel Bar 6.35
11618—18-inch Towel Bar 6.80
11624—24-inch Towel Bar 7.35
11630—30-inch Towel Bar 8.00
11912—1½x12-inch Towel Bar 13.35
14241—Wall Pattern Soap and Sponge Holder..... 11.80
14502—Wall Towel Basket 22.00
15124—Tumbler and Toothbrush Holder 5.50
15118—Tumbler and Toothbrush Holder 5.35
15167—Tumbler Holder 3.75
15235—Combination T. T. B. and Soap 13.00
15222—Combination T. T. B. and Soap 8.90
15150—Tooth Brush Holder 1.55
15103—Tooth Brush Holder 1.75
15176—Tumbler Holder 3.75
15195—Tumbler and Toothbrush Holder 5.35
15192—Tumbler and Toothbrush Holder 5.50
15298—Tumbler and T. B. and Soap 13.00
15291—Tumbler and T. B. and Soap 9.00
15297—Tumbler and T. B. and Soap 7.20
15293—Tumbler and T. B. and Soap 13.00
14811—Comb Tray 6.35
14800—Comb Tray 7.70
15752—6x24 Shelf 11.60
15706—5x20 Shelf 8.55
15710—5x18 Shelf 8.10
15712—5x24 Shelf 9.10
15714—5x30 Shelf 10.30
15301—5x20 Rail 4.95
15202—5x24 Rail 5.55
15304—5x30 Rail 6.35
15307—6x24 Rail 6.00
15435—Paper Holders (Roll) 6.70
15420—Paper Holders (Roll) 3.20
15451—Paper Holders (Sheets) 5.10
15510—Hooks ..... .60
15529—Hooks 1.15
15513—Hooks 1.40
15534—Hooks 1.35
15533—Hooks 2.95
15521—Hooks 1.20
15520—Hooks 1.35
15501—Hooks 1.90
14510—Stool 18.35

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers. 19.15
No. 7 White Pyralin Square Bath Stool, Cork Top.....22.20
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4 ..... 32.00
No. 2, same, 20x28 ..... 40.00
No. 1, same, Oblong with Square Corners..... 29.35
No. 2, same, 20x28 ..... 38.70
No. 3, same, 20-inch Round 13.35
No. 4, same, 24-inch 44.00

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar..... 4.10
4600—20-inch Roller Towel Bar with Lock..... 5.20
2112—14-inch 2-arm Crystal Swing Rack..... 3.10
2113—14-inch 3-arm Crystal Swing Rack..... 4.10
2818—⅝x18-inch Crystal Bar 1.95
2824—24-inch Crystal Bar 2.20
2918—1x18-inch Crystal Bar 3.40
2924—24-inch Crystal Bar 3.80
2930—30-inch Crystal Bar 4.55
2936—36-inch Crystal Bar 6.00
2618—⅝x18-inch Opal Bar 1.95
2624—24-inch Opal Bar 2.20
2718—1x18-inch Opal Bar 3.54
2724—24-inch Opal Bar 3.95
2730—30-inch Opal Bar 4.60
2736—36-inch Opal Bar 6.15
5610—5x18-inch Crystal Shelf 4.50
5612—5x24-inch Crystal Shelf 4.90
5606—5x20-inch Crystal Shelf 4.60
5301—5x20-inch N. P. Shelf Rail 3.15
5101—Crystal Tooth Brush Holder..... .90
5150—Opal Tooth Brush Holder ..... .95
5108—N. P. Tooth Brush Holder..... .55
5146—Comb, Tumbler and T. B. Holder..... 1.55
5191 and 5117—Tumbler Holder 1.95
5170—Tumbler Holder 1.10
5196 and 5141—Tumbler and Toothbrush Holder..... 3.00
5222—Tumbler, T. B. and Soap Holder..... 5.95
5291—Tumbler, T. B. and Soap Holder..... 5.95
5293—Tumbler, T. B. and Soap Holder..... 8.15
5298—Tumbler, T. B. and Soap Holder..... 8.40

DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P., ½-inch $1.00; ½x¾, $1.10.

URINAL COCKS—E1765—Self Closing N. P., ½-inch, $3.10.

BALL COCKS—E1771—Silent ½-inch O. D. without Integral Stop, less Ball and Stem, $3.10.

BASIN COCKS—

E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing 1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing..... 2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing 2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing..... 2.20
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing..... 2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub....10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing..... 5.80
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing..... 3.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing..... 4.20

CLOSETS AND TRIMMINGS

CLOSET SEATS—

L3500—White Seat, less Cover 11.35
L3600—Birch Mahogany, less Cover 4.00
L3700—Oak, less Cover 4.00
L3501—White Seat and Cover 12.00
L3601—Birch Mahogany and Cover 4.35
L3701—Oak and Cover 4.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge 20.00
L3515—White Crescent Seat 11.35
L3615—Birch Mahogany Seat 8.00
L3615½—Birch Mahogany, Cantonment Type..... 4.35
L3715—Oak Seat, Mahogany, Cantonment 4.35
L3715—Oak Seat, Cantonment Type 4.35
L3516—White Crescent Seat and Cover 14.35
L3616—Birch Mahogany Crescent Seat and Cover..... 8.70
L3716—Oak Crescent Seat and Cover 8.70
L3520—White Horseshoe Seat 12.50
L3620—Birch Mahogany Horseshoe Seat..... 8.30
L3720—Oak Horseshoe Seat 8.30
L3521—White Horseshoe Seat and Cover 16.70
L3621—Birch Mahogany Horseshoe Seat and Cover... 8.70
Oak Mahogany Seat and Cover 8.70
L3535—White Extended Seat Closet Front.....17.35
L3635—Birch Mahogany Extended Seat Closet Front..13.35
L3735—Oak Extended Seat Closet Front 13.35
L3536—White Extended Closet Front with Cover.....22.70
L3636—Birch Mahogany Ext. Closet Front with Cover.16.70
L3736—Oak Extended Closet Front with Cover.....16.70
L3565—White Extended Open Front and Back.....16.70
L3765—Oak Extended Open Front and Back.....16.90
L3566—White, Ditto, with Cover 26.70
L3766—Oak, Ditto 26.00

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—
Extra Heavy Stable Cesspool—12x12x10, $7.85 each; 16x16x10, $10.65.
C. I. Plain Top Cesspool—6x6x2, $1.10 each; 9x9x8, $2.20; 12x12x4, $4.40; 13x13x4, $5.00.
C. I. Extra Heavy, Hinged Top—6x6x12, $1.20 each; 9x9x3, $2.50; 12x12x4, $4.75; 13x13x4, $5.65.
Galvanized Refrigerator Drains, 1¼-in. I. P., $1.40 each.
Blake, Iron wf. B. W. Valve — G102, 2-inch, $10.15 each; G103, 3-inch, $16.15; G104, 4-inch, $24.75.

JOSAM DRAINS—
I. P. Govt. Pattern — 203A, 5x2-inch, $14.40 each; 207A, 6x3-inch, $19.25; 2003A, 6x2-inch, $18.00.
300—4-inch N. P. Strainer, 2-inch I. P., $7.25 each.
Roof Drains—400, 4-inch, $14.40; 401, 5-inch, $16.80; 402, 6-inch, $19.20.
Wood Roof Drains — 400A, 4-inch, $16.80 each; 401A, 0-inch, $19.25; 402A, 6-inch, $21.75.
Floor Drains, 4-inch I. P. — 500A, 10-inch, $12.00; 600, 8 inch, $7.25.

M. & J. SAFETY DRAIN WITH B. W. VALVE —
2-inch Flat Iron Top, $19.80 each; 4-inch Flat Iron Top, $28.95; 4-inch Raised Iron Top, $37.95.

SHOWER STRAINERS —
3¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, $2.40 each; 4-inch ditto by 2-inch ditto, $2.70.
5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap, P2986, $10.35.

PENBERTHY AUTO CELLAR DRAINERS —
No. 1, $28.15 each; 2, $45.00; 3, $62.00. No. 1, Non-Automatic, $21.90.
Washing Machine Drainers, $4.00 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—
No 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord 16.00
No. B1101—2½-gal. Badger's Chemical Extinguisher .. 20.00
No. B1107- Extra Hose with Nozzle 1.50
No. B1108—Hanger ..... .25
No. B1106—8-oz. Acid Bottles ..... .25
No. B1114—Universal Soda and Acid Recharge ..... .75
No. 0—Fire Gun Extinguisher, 1 qt. 10.00
No. 1—Fire Gun Extinguisher, 1¼ qt. 12.00
No. 2—Fire Gun Extinguisher, 1½ qt. 14.00
Universal Liquid for Recharging Fire Gun, per quart .. 1.75
No. B1113—2½-gal. Foamite Firepan Extinguisher ... 30.00
No. B1118—Pump Tank Extinguisher, 5-gal. 15.00
No. M1201—1-pint Safety Gasoline Cans 3.00
No. M1204—1-quart Safety Gasoline Cans 3.35
No. M120 —2-quart Safety Gasoline Cans 4.65
No. M1205—1-gal. Safety Gasoline Cans 5.35
No. M1203—3-gal. Safety Gasoline Cans 8.60
No. M1206—5-gal. Safety Gasoline Cans 10.00
No. M1207—6-gal. Justrite Oily Waste Can 6.65
8-gal. Justrite Oily Waste Can 7.35
10-gal. Justrite Oily Waste Can 8.00
No. S502—Small First Aid Kit 7.50

GAS WATER HEATERS

AUXILIARY TYPE—
No. 1½, Lion, No. 25 Ruud, Double Copper Coil. 18.70
No. 2, Lion, No. 35 Ruud, Triple Copper Coil .. 40.00

STORAGE TYPE—
Pittsburg or Ruud Multi-Coil Storage Heaters—

No.	Each
30	85.00
50	95.00
100	295.00
200	355.00
300	420.00
500	650.00

Moment Valve Thermostats—

No.	Each
30, ¾-inch	40.00
50, ¾-inch	40.00
100, ¾-inch	65.00
200, 1-inch	70.00
300, 1-inch	70.00
500, 1½-inch	80.00

AUTOMATIC TYPE—
Pressure Valve, Pittsburgh—

No.	Each
2 (Old No. 50)	105.00
2½ (New No. 50)	120.00
3 (New No. 60)	165.00

Thermostat Type Pittsburgh

No.	Each
2½ (New No. 55)	185.00
3 (New No. 65)	195.00
4	240.00
6	310.00
8	410.00

Combination Boiler and Heater—
No. 30, Royal Auto .. 78.15
No. 40, ditto with Thermostat 91.25
Marvel, ditto, less Thermostat 85.70
No. 40, ditto 45.00

LEAD GOODS

HALF AND HALF SOLDER — 500 lb. lots, $30.75; 100 lb. lots, $32.00; less, $33.00.
EXTRA WIPING SOLDER—500 lb. lots, $26.75; 100 lb. lots, $28.00; less, $29.35.
Wire Solder, Smooth, $42.70.
CALKING LEAD—2000 lb. lots, $11.70; 500 lb. lots, $12.00; less, $12.35.
PIG LEAD—2000 lb. lots, $11.35; 500 lb. lots, $11.70; less, $12.00.
SHEET LEAD — Full Rolls, $15.50; Cut Pieces, full width, $15.80; Cut Pieces, odd sizes, $16.80.
¼-inch Lead Tubing, $17.95.
Bar Tin, $80.00.
Block Tin Pipe, full reel and coils, $66.75.
Block Tin Pipe, cut pieces, $75.50.
LEAD BENDS — 4x5½x10, $1.80 each; 4x5½x12, $2.05; 4x5½x15, $2.40; 4x5½x18, $2.75; 4x5½x20, $3.00; 4x10x10, $2.35; 4x10x12, $2.60; 4x10x15, $2.95; 4x10x18, $3.30; 4x10x20, $3.50.
LEAD PIPE—⅜-inch to 1½-inch, full reels and coils, $15.35; 2, 3, 4-inch Lead Soil Pipe, full lengths, $15.35; Other sizes 2½ to 5-inch, full lengths, $16.00; Cut Pieces, all sizes, $16.70.
Note—Add to lead pipe when full reels are taken $2.70 per reel.
Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at $2.00 each net, no freight allowance, on receipt of prepaid B. L.
LEAD WASHERS—$26.20 per 100 lbs.
LEAD WOOL—$22.70 per 100 lbs.
TRAPS—Standard—1¼ Short "P," 65c each; 1¼ Long "P," 95c; 1½ Short "P," 90c; 1½ Long "P," $1.25. 1¼ Short "S," 70c; 1¼ Long "S," $1.15; 1½ Short "S," $1.10; 1½ Long "S," $1.65.
Extra Heavy—1¼ Short "P," 95c each; 1¼ Long "P," $1.40; 1½ Short "P," $1.25; 1½ Long "P," $1.60; 1¼ Short "S," $1.00; 1¼ Long "S," $1.65; 1½ Short "S," $1.45; 1½ Long "S," $2.25.
COMBINATION BENDS AND FERRULES — 4x5½x12, $2.65 each; 4x5½x14, $2.90; 4x5½x16, $3.15.
COMBINATION FERRULES, LEAD AND IRON — 4x4, 60c each, 4x6, $1.05; 4x8, $1.25; 4x10, $1.50; 4x12, $1.70; 4x14, $1.90; 4x16, $2.10.
Lead Traps and Bends not shown above — Barrel lots plus 40 per cent; Less, 50 per cent.
Lead Drum, Traps, Comb. Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE

PIPE — Random	Wrought Steel Blk.	Wrought Steel Gal.	Wrought Iron Blk.	Wrought Iron Gal.	Standard Thread
⅛	$ 5.25	$ 7.65	.....	.....	.16
¼	5.25	7.65	$ 12.40	$ 15.50	.16
⅜	5.25	7.65	12.40	15.50	.16
½	6.65	8.50	12.70	16.00	.16
¾	8.40	10.35	15.60	19.50	.16
1	11.70	14.85	22.40	28.25	.18
1¼	15.85	20.05	30.30	38.25	.22
1½	18.90	23.85	36.60	45.65	.24
2	25.35	32.20	52.30	64.00	.30
2½	41.75	52.80	84.00	97.00	.46
3	54.60	69.05	111.25	127.00	.60
3½	70.30	87.70	131.80	163.25	.76
4	83.25	103.85	156.00	194.00	1.06
4½	100.55	126.00	194.60	226.60	....
5	117.15	146.40	226.60	264.00	1.66
6	152.05	189.60	296.00	341.25	2.10
7	208.80	261.60	.....	.....	2.56
8 25 lb.	220.80	274.80	.....	.....	3.00
9	308.40	.....	.....	.....	3.76
10 32 lb.	333.60	.....	.....	.....	4.50
12	429.60	.....	.....	.....	7.50

Cutting Charge—⅛ Standard Threading. All prices quoted per 100 feet.
Plugged and Reamed—2-in., $19.00; 2½-in., $61.75; 3-in., $80.50.

PIPE FITTINGS

CAST IRON — BLACK —	¼	⅜	½	¾	1	1½	2	3	4
Bends, Y	...	...	.32	.45	.48	.95	1.15	3.00	4.80
Bends, Rt. OP	...	...	.37	.42	.77	1.15	1.60	7.80	
Bends, Rt. CP	...	...	.30	.33	.37	.65	.85	2.35	6.30
Bushings	.06	.06	.06	.07	.09	.13	.20	.42	.70
Crosses	...	...	.26	.35	.38	.75	.90	2.40	....
Elbows, 90 dg.	.08	.08	.10	.13	.15	.28	.40	1.05	1.45
Elbows, 45 dg.	.10	.10	.11	.16	.19	.34	.48	1.10	1.75
Elbows, Red	...	...	.10	.11	.14	.17	.33	.45	1.05	1.70
Plugs	.03	.03	.03	.05	.06	.11	.15	.38	.63
Tees	.13	.13	.14	.19	.21	.40	.58	1.35	2.10
MALLEABLE — BLACK —									
Bends, Rt. OP	...	...	.23	.43	.62	1.20	1.90	....	....
Bends, Rt. CP	...	...	.19	.32	.49	.81	1.25	....	....
Caps	.03	.05	.06	.11	.17	.27	.43	1.15	1.90
Crosses	.10	.17	.27	.44	.55	.75	1.10	2.90	4.25
Crosses, Red	...	...	.23	.50	.59	.76	1.11	1.55	4.00	5.85
Couplings, R.H.	.07	.10	.14	.22	.23	.48	.81	1.62	....	....
Elbows, St	.06	.09	.11	.11	.16	.34	.55	1.30	2.50	
Elbows, Red	.12	.14	.14	.22	.22	.48	.70	1.70	3.35	
Elbows, 45 dg.	.06	.09	.12	.19	.29	.62	.95	1.45	2.45	
Elbows, 90 dg.	.05	.08	.13	.21	.21	.46	.78	2.38	4.16	
Locknuts	.03	.04	.06	.10	.16	.25	.25	1.25	2.60	
Reducers	.10	.06	.09	.13	.20	.26	.35	.95	1.60	
Tees	.08	.12	.15	.16	.23	.51	.75	2.35	3.45	
Tees, Red	.27	.30	.30	.42	.44	.90	1.25	4.30	6.90	
Tees, 4-Way	...	...	.21	.32	.49	.73	1.40	2.30	....	....
MALLEABLE — GALVANIZED —									
Bends, Rt. OP	...	...	.30	.60	.90	1.30	3.60	8.00	....	
Bends, Rt. CP	...	...	.29	.50	.73	1.45	2.40	....	....	
Caps	.04	.07	.10	.17	.24	.43	.68	1.85	3.00	
Crosses	.15	.27	.39	.65	.75	1.20	1.70	4.60	6.90	
Crosses, Red	...	...	.36	.52	.86	1.16	1.50	2.45	6.20	9.75
Couplings, R.H.	.09	.15	.20	.32	.33	.76	1.30	2.54	....	....
Elbows, 90 dg.	.08	.12	.19	.30	.32	.70	1.10	2.80	5.05	
Elbows, Red	.18	.20	.21	.31	.32	.78	1.10	2.85	5.25	
Elbows, 45 dg.	.08	.14	.18	.28	.42	.92	1.30	2.25	4.00	
Elbows, St	.08	.12	.16	.18	.25	.55	.65	2.10	3.85	
Locknuts	.05	.06	.09	.14	.23	.30	.40	1.60	4.20	
Reducers	.24	.11	.16	.29	.32	.59	1.00	2.10	3.80	
Tees	.12	.18	.22	.24	.36	.70	1.15	3.25	5.25	
Tees, Red	.17	.19	.19	.30	.39	.55	.95	2.55	4.45	
Tees, 4-Way	...	...	.32	.49	.81	1.08	2.05	3.50	....	....

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—

	¼ & ⅜	½	¾	1	1½	2	3	4
Cl Sh. . .	3.60	4.50	5.13	6.84	11.12	15.39	33.00	61.00
Long . . .	5.40	6.30	7.70	11.12	17.10	19.00	50.00	87.00
4 in. long	6.30	7.20	....	....	....	....	.....	.....
5 in. long	7.20	9.00	9.40	12.82	17.00	22.00	.....	.....
6 in. ling	9.00	10.80	11.12	15.40	24.80	26.00	58.00	.....

NIPPLES — GALVANIZED — Per 100 —

Cl. Sh. . .	5.40	5.40	6.84	9.41	17.96	23.09	47.90	97.25
Long . . .	9.90	9.90	11.25	15.20	28.00	30.00	71.00	128.00
4 in. long	10.80	11.70	....	....	....	....	.....	.....
5 in. long	13.50	14.40	15.39	20.52	26.50	35.55	.....	.....
6 in. long	15.30	16.20	17.96	23.94	31.50	41.75	111.15	.....

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, ¼-inch to ½-inch, $10.40 each; No. 1, ¼-inch to 1-inch, $13.65; No. 1½, ¾-inch to 1¼-inch, $12.35; No. 1¾, $12.35; No. 2, 1¼-inch to 2-inch, $18.85; No. 3, 2½-inch to 3-inch, $45.50.

Extra Dies and Bushings—List plus 50 per cent.

Miller s Reversible Ratchet Stocks and Die.—"B" complete, ¼-inch to 1-inch, $21.20 each; "C," 1-inch to 1½-inch, $24.05; "D," 1¼-inch to 2-inch, $28.10.

Extra Dies, Bushings and Die Frames, List plus 30 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, ⅛ to ½-inch, $10.80 each; No. 2, ¼ to 1-inch, $14.40; No. 2½, ½ to 1¼-inch, $16.80; No. 3, 1 to 2-inch, $21.60.

Extra Dies—List plus 30 per cent. All other Repairs list plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, ⅛ to ¾-inch, $26.60 each; ¼ to ¾-inch, $22.40; ½ to ¾-inch, $14.00.

Dies with Heads—⅛, ¼ or ⅜-inch, $4.20; ½ or ¾-inch, $4.90.

Extra Dies (4 segments), all sizes, $2.80 each.

Ratchet only, $4.20.

No. 0 complete, ⅛ to ¾-inch, $22.40. R. H. Dies, complete, 3 sets, $9.00. L. H. Dies complete, 5 sets, $15.00.

No. 1 complete, 1 to 2-inch, $26.40.

1-A Ratchet complete, 1 to 2-inch, $33.00. Dies complete (3 sets), 1¼, 1½, $6.75. Same, Single Set, 4 pieces, $2.25. 2-inch Dies for No. 1 or 1-A, $3.25.

No. 2 complete, 2½ to 4-inch, $110.00. Dies, complete, 4 sets, $35.20. Dies, single sets, 5 pieces, $8.50.

No. 3 complete, 4½ to 8-inch, $330.00. Dies, complete, 5 sets, $66.00; Dies, single sets, 5 pieces, $13.20.

No. 4 complete, 9, 10 and 12-inch, $550.00. Dies complete 3 sets, $66.00. Dies, single set, 5 pieces, $22.00.

N . 10 complete, 1 to 2-inch, $36.40. R. H. Dies complete, 4 pieces, $5.52. L. H. same, $5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, $44.20.

No. 25, complete, 2½ to 6-inch, $253.04. Dies, complete, 4 pieces, $8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, $660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, ⅜ to 1-inch, $30.60 each. Extra Die Heads and Chasers, ¾-inch, $5.10; ⅛ or ¾-inch, $5.96; 1-inch, $6.80. Extra Chasers, any size (4), $2.76.

No. 6 Beaverette, complete, ⅛ to ¾-inch, $24.00. Extra Dies, per set, $4.50.

No. 23 Stock and Die, complete, 1-inch to 2-inch, $26.40. Extra Die Heads, ⅛ or ¾-inch, $6.06.

No. 25, complete, 1 to 2-inch, $36.00. Extra Dies, per set, $4.66.

No. 26, Ratchet, complete, 1 to 2-inch, $42.00.

No. 41, complete, 2½ to 4-inch, $110.00. Extra Dies, per set, $12.00.

No. 61, complete, 2½ to 6-inch, $264.00. Extra Dies, per set, $26.60.

Other repair parts for No. 6—List plus 50 per cent.

Other repair parts for 23, 25, 26, 41 and 61—List plus 33 1-3 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, ⅛ to 2-inch, $4.50 each; 18-inch, 1 to 5-inch, $9.00. Extra Straps — 12-inch, $1.00; 18-inch, $2.00. Basin Wrench, $4.50; Spud Wrench for Radiator Nipples, $3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, ⅛ to ¾-inch, $3.40 each; No. 31 or 11, ⅛ to 1½-inch, $4.70; No. 32 or 12, ¼ to 2½-inch, $6.70; No. 33 or 13, ¾ to 4-inch, $9.40; No. 33½ or 13, 1 to 6-inch, $12.00; No. 34 or 14, 1½ to 8-inch, $14.80; No. 35 or 15, 2 to 12-inch, $24.00. Extra Parts, List plus 70 per cent.

Agrippa Chain Wrenches—No. 21, ⅛ to 1½-inch, $4.70 each; No. 22, ¼ to 2½-inch, $6.70; No. 23, ¾ to 4-inch, $9.40; No. 23½, 1 to 6-inch, $12.00; No. 24, 1½ to 8-inch, $14.80; No. 25, 2 to 12-inch, $24.00. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, $18.00 each; No. 1, 2 to 6-inch, $32.00; No. 2, 2½ to 10-inch, $64.00; No. 3, 3 to 14-inch, $120.00.

Walworth Reversible Bostong Wrenches—No. 2, ¼ to 2-inch, $11.00.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, ⅛ to 1 inch, $4.50 each; No. 2, ⅛ to 2-inch, $6.00; No. 3, 1½ to 3-inch, $10.00; No. 4, 2½ to 4-inch, $20.00; No. 5, 4 to 6-inch, $30.00; No. 6, 6 to 8-inch, $40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels — No. 1, 60c each; No. 2, 72c; No. 3, $1.60; No. 4, $2.00; No. 5, $1.32.

Saunders Roller Type—No. 1, ⅛ to 1-inch, $3.90 each; No. 2, 1 to 2-inch, $5.96; No. 3, 2 to 3-inch, $14.30; No. 4, 2½ to 4-inch, $23.40; No. 5, 4 to 6-inch, 36.40. Extra Parts, List plus 40 per cent.

Knurled Wheels — No. 1, 60c each; No. 2, 72c; No. 3, $1.32.

Trimo—No. 1, ⅛ to 1¼-inch, $4.95 each; No. 2, ⅛ to 2-inch, $6.60; No. 3, 1¼ to 3-inch, $11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, ⅛ to 1-inch, $27.00 each; No. 5, ⅛ to 2-inch, $30.00; No. 10, 2½ to 4-inch, $120.00

Extra Knives, per set—No. 1, $1.60 each; No. 5, $2.00; No. 10, $3.34.

Toledo — No. 250, 2½ to 6-inch, $160.00 each. Extra Blades (Set of 4), $6.40.

MISCELLANEOUS CUTTERS—Chesterton or Fletcher Gauge Glass Cutter, A5903, $4.00 each.

Gasket Cutter, $1.80.

PIPE TAPS AND REAMERS—R. H. A4201—⅛ to 1-inch, List less 20 per cent; 1¼ to 2-inch, List less 10 per cent; 2½ to 3-inch, List plus 40 per cent; 3½ to 4-inch, List plus 70 per cent..

L. H. A4201 and Reamers A4202—⅛ to 1-inch, List plus 10 per cent; 1¼ to 2-inch, List plus 32 per cent; 2½ to 3-inch, List plus 70 per cent; 3½ to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, ¼ to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, ⅜ to 1¼-in., $12.48 each; E4851, ¾ to 3-inch, $18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—⅜ to 3-inch, $19.20 each.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top —

No.	Each.
18, 12x36	12.65
24, 12x48	13.75
30, 12x60	13.25
40, 14x60	17.35
52, 16x60	30.70
66, 18x60	55.50
82, 10x60	66.00
100, 22x60	91.00
120, 24x60	126.00
144, 24x72	175.00
168, 24x84	150.00
192, 24x96	190.00

Standard Galvanized Horizontal —

No.	Each.
30, 12x60	14.50
40, 14x60	19.10
52, 16x60	33.75
66, 18x60	61.00

Double Extra Heavy, Vertical, six- year guarantee—

No.	Each.
30, 12x60	20.00
40, 14x60	26.70

Extra Heavy Galvanized Vertical or Horizontal—

No.	Each.
30, 12x60	15.00
40, 14x60	21.35
52, 16x60	40.00
66, 18x60	76.70
82, 20x60	92.00
100, 22x60	152.00

Graves 300-lb. W. P 6 year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.
30, 12x60	47.50
40, 14x60, ...	57.35

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—

No.	Each.
30, 12x60	52.80
40, 14x60	56.50
52, 16x60	83.60
66, 18x60	154.00
82, 20x60	183.35
100, 22x60	249.50

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Range Boilers—Continued.

Boiler Stands—	
Hawks Universal.....	2.35
Sanders Adjustable...	1.00
Foster	1.50
12-in. American Ring..	2.20
14-in American Ring..	2.55
16-in. American Ring..	3.60
18-in. American Ring..	5.00
20-in. American Ring..	6.00
22-in. American Ring..	8.00
24-in. American Ring..	9.35
½-in. Range Boiler Relief Valves	2.00
½-in. Stack Combination Relief Valves & Faucets, Set 85 lbs.....	7.35
Ditto, Set 150 lbs.....	7.35

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.

P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $78.85.

P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.85; 6x20-in., $96.70; 6x24-in., $112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.85; H1685, P6503, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall Fountain with Trays, $17.75; B7500, Self Closing Sink Bubbler, $6.75; B7600, Self Closing Sink Bubbler, $4.75; B7800, Self Closing Swinging Sink Bubbler, $10.35; B8000, Self Closing Swinging Basin Bubbler, $6.00; B8100, Self Closing Basin Bubbler, $6.35; B8200, Self Closing Basin Bubbler, $14.00; B8300, Self Closing Swinging Basin Bubbler, $11.75; B8700. Nozzle ⅜ in. I. P., $1.20.

GLAUBER DRINKING FOUNTAINS—H503A, $8.00; H504E, $7.55; H510A, $8.55; H510B, $8.55.

MUELLER DRINKING FOUNTAINS—E3728, $8.70; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.

P6991, P6706-7, P6715-16, P6720-21 — 20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.

P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70.

P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.

P6814—22x26-in., $4.00.

P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.

P6817-18, P6822-23, P6826-27—20x30-in., $3.50.

ADJUSTABLE SINK LEGS — P6992—Type "A"—Painted, $3.00 each; enameled, $4.00.

Type "B"—Painted, $3.50 each; Enameled, $5.35.

The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS — K1176, C730, P7010 — 20-in., $5.35; 24-in., $6.35; 30-in., $6.70; 36-in., $10.35; 40-in., $12.35; 42-in., $12.70; 48-in., $16.35.

END PIECES—K1182, P7012—18-in., $5.70; 20-in., $6.20; 22-in., $6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., $7.75; 14x20-in., $8.35; 16x24-in., $8.80; 18x24-in., $9.60; 18x30-in., $9.60; 18x36-in., $14.40; 20x24-in., $10.20; 20x30-in., $10.60; 20x36-in., $15.70; 22x36-in., $16.35; 20x40-in., $20.00; 24x48-in., $26.70.

STEEL SINKS — New Era Galvanized — 16x24-in., $4.40; 18x30-in., $5.90; 18x36-in., $7.60; 20x30-in., $7.10; 20x36-in., $9.00; 20x40-in., $9.35.

New Era, Painted — 16x24-in., $4.00; 18x30-in., $5.10; 18x36-in., $6.50; 20x30-in., $6.30; 20x36-in., $7.80; 20x40-in., $8.00.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., $58.40; 10-gal., 12½x14-in., $93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., $36.00; 18x22-in., $42.00; 20x22-in., $44.00; 20x24-in., $46.70.

K1212, P7235—16x20-in., $34.00; 18x22-in., $40.00; 20x22-in., $42.00; 20x24 in., $44.70.

K1230, C670, P7274—Enameled inside, with 2-in., outlet and N. P. Duplex Strainer—16x16x10-in., $10.70; 16x16x12-in., $12.40; 20x14x12-in., $12.40; 20x16x12-in., $14.00; 22x20x12-in., $18.00; 24x18x12-in., $16.35; 24x20x12-in., $17.70; 30x20x12-in., $28.00; 36x20x12-in., $31.70.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, $12.00; Enameled all over, $15.00.

SEWER PIPE

VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.

BRANCHES AND CURVES—3-inch, 85c each; 4-inch, $1.10; 6-inch, $1.50; 8-inch, $2.15; 10-inch, $3.00.

TRAPS—3-inch, $2.15 each; 4-inch, $2.70; 6-inch, $3.75; 8-inch, $6.40; 10-inch, $8.95.

TRAYS AND ENAMELED URINALS

LAUNDRY TRAYS—Less Fittings—K1248, P7300, $102.70.

For additional hardwood Wringer Holder between sections, add $4.00.

K1250, P7320—1-Section, $57.35; 2-Section, $106.70; 3-Section, $153.35.

P7338—1-Section, $53.35; 2-Section, $97.35; 3-Section, $145.35. Without Wringer Holders, deduct $4.00 each.

K1268, C830, P7350—1-Section, $24.35; 2-Section, $48.70; 3-Section $73.00.

For Wood Covers, each section, add $6.70.

For N. P. Union Strips, add $3.35 each.

URINALS—K1479, C960, P9960—Enameled Inside Urinal with Concealed Wall Hangers, Brass Bee Hive Strainer, Tank with Automatic Fittings, Flush Pipe, Tee and Brass Washdown Pipe, less Trap—2-ft., $66.70; 2½-ft., $73.40, 3 ft., $78.70; 3½-ft., $83.50; 4-ft., $90.00; 5-ft., $106.70; 6-ft., $123.50.

P9965—Add to List Price of P9960 Urinal the List Price for Polished Brass Perforated Washdown Pipe fitted along back, ends and front. The length given refers to length of P9960 Urinal desired—2-ft., $13.40; 2½-ft., $14.70; 3 ft. $15.40; 3½-ft., $16.00; 4-ft., $16.70; 5-ft., $18.00; 6-ft., $19.40.

P7460 and 7465—1 Tray, $106.70; 2 Trays, $180.00.

For Combination Drain Board and Tray Cover add $10.70 each.

P7480 and P7485, Sink and One Laundry Tray—20x24-in., $54.00; 20x30-in., $56.00; 20x36-in., $60.00.

P7480 and P7485, Sink and Two Laundry Trays—20x24-in., $84.70; 20x30-in., $93.35; 20x36-in., $100.00.

ENAMELED IRON CLOSETS—P9050, Delecto Bowl—Enameled inside, $36.70; Enameled all over, $40.00.

P9055, Arno Bowl—Enameled inside, $30.00; Enameled all over, $33.35. For Local Vent, add $3.35.

ENAMELED IRON TANKS—P9262, Enameled all over, with Fittings, $26.70.

P9264, Enameled all over, with Fittings, $26.70.

H1, Haas Frost Proof Closets, $36.90.

H2, Haas Frost Proof Closets, $20.55.

700, Haas Pressure Valve Tank, Flush Tank and Seat, Less Bowl, $38.70.

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of $1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

BUSINESS FOR SALE

Hardware and Plumbing business, building and fixtures, in San Joaquin Valley; $16,000, part cash. Address E. L., care HARDWARE WORLD. (N.D.J.)

MANUFACTURERS' LINES WANTED

Established firm manufacturers' agents covering Southern California by auto wants manufacturers' lines suitable for hardware, drugs, stationery and toy trades. Little Bros., 445 Pacific Elec. Bldg., Los Angeles, Cal. (D)

FOR SALE

Department store in country town. "Everything in Merchandise," excellent location, good clean stock. Doing good business and making money. Would like to correspond with parties looking for a good opening in a going business. Capital $60,000.00, fully paid will sell at par. Not a bankrupt sale, business in good condition. Best of reasons for selling. Address W.S.M., care HARDWARE WORLD. (O.N.D.J.)

WANTED

Live hardware man to take charge of our hardware department. Hayward Lumber and Inv. Co., 410 San Fernando Road, Los Angeles, Cal. (D.J.F.M.A.)

FOR SALE

For Sale—Up-to-date stock of hardware in a good town in the most prosperous section of Louisiana, invoicing (with fixtures) about $10,000. Good reason for selling and proposition that will bear the closest investigation. Central Hardware Co., Alexandria, Louisiana. (1)

WANTED

Wanted—To hear from owner of Hardware Store for sale. State cash price, full particulars. D. F. Bush, Minneapolis, Minnesota. (O. N. D.)

WANTED

Position by an experienced hardware and implement man; good all around man. Might invest in business. S. M. A., 388 Taylor St., Portland, Oregon. (D.J.)

WANTED

I want a position as manager for live hardware and implement firm where a hard worker with a thorough knowledge of the business will be appreciated; not looking for swivel chair job, but one where I can get into the fight; West preferred. Address Box 2016, care HARDWARE WORLD, St. Louis, Mo. (1)

FOR SALE OR EXCHANGE

For Sale or Exchange—80 acres of nice level unimproved land, well located on paved highway, in the heart of the great San Joaquin Valley, California. Will accept stock of hardware or notions. L. L. Gilpin, Idaho Falls, Idaho. (D.J.)

FOR SALE

For Sale—One of the nicest and best located exclusive hardware stores in one of the best 8000 towns of the Inter-Mountain country. In A-1 financial condition. Want to change climate. Address "Bargain," care HARDWARE WORLD. (D.J.)

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Shot Cartridges—

	Black.	Smokeless.
22 Long	$0.65	$0.70
44 Win. Wd. End	1.70	2.00
44 Mar. Game Getter	1.70	1.95
44 XL	1.85	2.10
40-82	1.65	...
45-70	1.65	...
Blank Cartridges—		
22	$0.20	
32 S. & W.	.75	
38 S. & W.	.90	
Caps and Primers—		
Percussion Caps	.25	
Muscat Caps	.30	
Primers, 100 in box	.50	
Primers, 250 in box	1.15	
New No. 4 and 33 Primers	.60	
Wads—		
Cardboard, box of 250	.20	
Blk. Edge, Reg. box of 250	.60	
Blk. Edge, ¼" box of 125	.45	
Blk. Edge, ¼" box of 250	.90	

Rim Fire, Cartridges—

	Semi-Smokeless.	Smokeless.
BB Caps	$0.35	$0.35
CB Caps	.45	.45
22 Short	.25	.35
22 Short H P	.30	.35
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.35	.40
22 Long Rifle H P	.40	.50
22 S. & W. Long	.35	.40
22 Extra Long	.55	...
22 W R F	.55	.60
22 W R F, H P	.60	.65
22 Win & Rem Auto	...	.60
22 Win & Rem Auto, H P	...	.65
25 Short Stevens	.60	...
25 Stevens	.85	...
32 Short	.60	...
32 Long	.70	...
38 Short	1.00	...
38 Long	1.20	...
41 Short	1.00	...
41 Long	1.05	...
Center Fire, Cartridges—		
32 Win SS	1.50	1.75
22-15 Stevens	.65	...
25-20 Stevens Lead Blt.	1.85	2.05
25-20 Stevens S.P.& M.C.	1.90	2.20
25-20 Mod. 92 Lead	1.65	1.90
25-20 Mod. 92 S.P.& M.C.	...	2.00
25-20 Mod 92 H.V.S.P.& M.C.	...	2.15
25 Colts Auto	...	1.60
30 Bor S.P.& M.C.	...	2.60
30 Luger S.P.& M.C.	...	2.60
30 Mau S.P.& M.C.	...	2.60
30 Mau in Clips S.P.& M.C.	...	1.35
32 Smith & Wesson	1.15	1.25
32 S & W. Metal Pt.	...	1.30
32 S & W. Long	1.15	1.35
32 S & W.Long Metal Pt.	...	1.45
32 Short Colts	1.15	1.25
32 Long Colts	1.25	1.35
32 Colts New Police or Police Pos.	1.25	1.35
32 Colts Auto S.P.& M.C.	...	1.75
32 Win or 32-20 Lead Blt.	1.65	1.90
32 Win or 32-20 S.P.& M.C.	...	2.00
32 Win or 32-20 H.V.S.P.& M. C.	...	2.15
35 S.& W.Auto S.P.or M.C.	...	1.75
38 S. & W.	1.40	1.55
38 S. & W. Mtl. Pt.	...	1.60
38 S. & W. Special	1.70	1.80
38 S. & W. Special Mtl. Pt.	...	1.95
38 Colts New Police or Police Pos.	1.40	1.55
38 Colts New Police or Police Mtl. Pt.	...	1.65
38 Short Colts	1.40	1.55
38 Long Colts	1.50	1.65
38 Colts Auto S.P.& M.C.	...	2.50
380 Colts Auto S.P.& M.C.	...	2.40
9 M-M Lug. S.P.& M.C.	...	2.75
38-40 Lead Bullet	2.00	...
38-40 S.P.& M.C.	...	2.45
38-40 Hi.Vel.S.P.& M.C.	...	2.70
41 Short Colts	1.65	1.80
41 Long Colts	1.90	2.15
44 S. & W. Am.	2.00	...
44 S. & W. Rus.	2.15	2.30
44 S. & W. Spec.	2.30	2.50
44 Win or 44-40 Ld. Blt.	2.00	...
44 Win or 44-40 S.P.& M.C.	...	2.45
44 Win or 44-40 H. V. S.P.& M. C.	...	2.70
44 Game Getter	2.00	2.25
44 Webley	1.80	...
44 Bull Dog	1.75	...
45 Webley	2.25	...
45 S. & W.	2.40	...
45 Colts	2.15	2.40
45 Colts Auto	...	2.90
50 Rem. Pistol	...	2.25

Rifle Cartridges—
Cost—Factory List Less 10-5%.

	Semi-Smokeless.	Smokeless.
22 Hi.Pr.Savg.S.P.&M.C.	...	$1.55
M-M S.P.&M.C.	...	2.20
M-M Short Range S.P.&M.C.	...	1.85
7 M-M Mauser S P.&M.C.	...	2.20
7-65 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mauser S.P.&M.C.	...	2.20
8 M-M Mann S.P.&M.C.	...	2.20
9 M-M Mann S.P.&M.C.	...	2.30
25-21 Stevens S.P.&M.C.	$0.90	1.10
25-25 Stevens S.P.&M.C.	.90	1.10
25-36 Marlin S.P.&M.C.	...	1.40
25 Rem S.P.&M.C.	...	1.40
25 35 Win.S.P.&M.C.	...	1.40
25-35 Short Range Lead	...	1.30
250-3000 Savg.S.P.& M.C.	...	1.75
256 Newton S.P.& M.C.	...	2.25
280 Ross Win & UMC Make	...	2.50
280 Ross, Ross M'keC.T.&M.C.	...	2.65
30-30 S.P.& M.C.	...	1.55
30-30 Miniature M.C.	...	1.50
30-30 Short Range Lead	...	1.30
30 Rem S.P.& M.C.	...	1.55
303 Savg.S.P.& M.C.	...	1.55
303 Savg.Min.M.C.	...	1.50
303 Savg. Short Range ad.	...	1.30
30 Newton	...	2.50
0 Springfield 03 Rimless S.P. & M. C.	...	2.25
30 Springfield 06 Rimless S.P. & M. C.	...	2.25
30-220 Win.or Krag S.P.&M.C.	...	2.10
30-220 Win.or Krag S.P.&M.C., Middle Range	...	1.80
303 British S.P.& M.C.	...	1.55
2 Rem.	...	1.55
2 Win. Self Ldg. S.P.& M.C.	...	2.75
Win. Spcl. S.P.& M.C.	...	1.55
2-40 Lead	1.20	...
2-40 S. P. & M. C.	...	1.40
32 Hi.Vel.S.P.& M.C.	...	1.55
32-40 Short Range Lead	...	1.20
32-40 Miniature M.C.	...	1.25

5c a box off 100 lots.
10% off 500 lots.

SHELLS LOADED—
MEDIUM GRADE.
BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
3¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs. x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz.,, chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot	1.35

Trap Loads—

12 3 drs. x 1¼ oz., 7½ chilled	1.35
3½ drs. x 1¼ oz., 7½ chilled	1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot	1.05

Caps and Primers—

Percussion	.20	...
Musket Caps	.25	...
Primers, 100 in box	.35	...
Primers, 250 in box	.80	...

Empty Paper Shells—Black pow.—

12, 16, 20 Ga., per 100	2.00
10 Ga. per 100	2.30

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.55
10 Ga. per 100	2.65

Empty Brass Shells—

Best Quality 12, 16, 20, 28; box 25	3.00
2nd Quality 12, 16, 20, 28; box 25	2.30

Wads—

Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ¼ in., 125 in box	.40
Black Edge, ¼ in., 250 in box	.80

ADZES—UNHANDLED—

Lipped Ship — Barton's or Colliers's, 5½ in., $7.25; 6-inch, $7.75.
Plain Ship—Plumb, No. 780, $3.00; Hunt's, $2.75.
Carpenter's—Plumb, Nos. 740, 750, $2.50; Hunt's, $2.25.
Railroad—Plumb, No. 770, $2.70; American, $1.75.

ALUMINUM WARE, CAST—

Griddles—Size 7, $2.65; 8, $3.00; 9, $350; 12, $3.75.
Kettles, Berlin — 2½ qts., $4.50; 4, $5.25; 5, $6.25; 6, $6.50.
Kettles, Maslin—4 qts., $4.00; 6, $4.50; 8, $6.00; 12, $8.25.
Kettles, Tea—Size 6, $5.50; 7, $5.75; 8, $6.25.
Pans, Lipped Sauce—2 qts., $3.65; 3, $4.00; 4, $4.50.
Skillets—Size 6, $2.75; 7, $2.85; 8, $3.15; 9, $3.65.
Spoons, Basting—15-inch, 30 cents.
Spoons, Mixing—18-inch, 30 cents.

Waffle Moulds—Size 7, low, $4.00; 8, low, $4.00; 7, deep, $4.00; 8, deep, $4.50.

ALUMINUM WARE, PRESSED—

Boilers, Rice—		4 quart	1.35
1½ quart	1.50	6 quart	1.75
3 quart	2.25	8 quart	2.10
Cups—		10 quart	2.35
Collapsible	.15	**Kettles, Preserving—**	
Measuring	.20	4 quart	1.15
Covers, Pot—		6 quart	1.50
8 inch	.20	10 quart	2.00
8½ inch	.20	14 quart	3.25
9½ inch	.25	**Kettles, Tea—**	
10½ inch	.35	5 quart	2.50
11½ inch	.40	6 quart	3.00
Kettles, Convex—		8 quart	3.25
2 quart	.90		

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RETAIL SELLING PRICES—Continued

ALUMINUM WARE, PRESSED—Continued.

Ladles—
⅛ pint ..... .20
Moulds, Jelly—
2841 to 2848 ..... .10
Pans, Biscuit—
11⅝x7⅛x1⅛ inch... .60
Pans, Bread—
9⅝x5⅝x2¾ inch.... .55
Pans, Cake—
Round, Plain, 8⅞ in.. .30
Round, Plain, 9⅝ in.. .40
Rd., Loose Bot., 8⅞ in. .50
Rd., Loose Bot., 9⅝ in. .60
Square, Plain, 9⅛ in.. 1.00
Tube, Plain, 9 inch... .80
Tube, Plain, 9⅝ inch. 1.10
Mountain, 9⅝ inch.. .40
Pans, Corn Cake—
6-cup ..... .75
12-cup 1.85
Pans, Dish—
10 quart 1.85
17 quart 2.75
Pans, Fry—
9⅞ inch 2.25
10¾ inch 2.50
Pans, Milk—
6 quart 1.40
Pans, Pie—
9⅝ inch ..... .40
Pans, Pudding—
1 quart ..... .45
2 quart ..... .60
4 quart ..... .90
Pans, Convex Sauce—
1 quart ..... .60
3 quart 1.00
6 quart 1.65
Pots, Fireless Cooker—
4 quart 1 35
6 quart 1.50
8 quart 1.85

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.
Sebco, 3-16x⅛ in., ⅜ in., 1 in., $5.00 per hundred list; ¼x⅛ in., ¾ in., 1 in., $5.60 per hundred net.

ANVILS: Steel Face—20-lb., $7.00; 30-lb., $8.25; 40-lb., $9.75; 50-lb., $11.50. Wrought — Trenton, base, 30c lb.; Hay-Budden, base, 35c lb.
Advances for size on Hay-Budden anvils—20-29 lbs., cwt., $8.00; 30-39 lbs., cwt., $5.00, 40-49 lbs., cwt., $3.00; 50-59 lbs., cwt., $2.00; 60-69 lbs., cwt., $1.00; 70-79 lbs., 50c; 80-425 lbs., base.

ANTIMONY—Slab, 25c lb

APRONS: Carpenter — 100, 40c each: 24" 8-oz., white, 1 pocket, 101, each, 65c; 24" 8-oz., brown, 3 pockets, 102, each, 70c; 36" 8-oz., brown, 3 pockets, 105, each, $1.05; 48" 10-oz., brown, 7 pockets, 106, each, $1.95; 48" 10-oz., brown, 3 pockets, 16, each, $1.80; 48" 10-oz., closed leg, 7 pockets, 17, each, $2.25.
Lumberman's—36" 10-oz., brown, double front, no pockets, each, $1.15.
Teamster's—48" 10-oz., brown, 1 pocket, each, $1.80.

AUGERS—Greenlee or Snell's—

	⅝"	⅞"	1	1¼"	1⅛"	2"
Boring	$1.25	$1.65	$1.85	$2.50	$3.00	$4.00
Carpenter's Nut	1.00	1.35	1.60	2.00	2.75	3.50
Ship, Screw	1.35	1.65	1.85	2.15	2.30	6.10
Ship, no screw	1.60	1.95	2.15	2.55	3.85	7.35

AUGERS—Post Hole—Iwan, 6-inch, $3.00 each; 7-inch, $3.25; 8-inch, $3.25. Vaughan's, 4 to 8-inch, $2.50.

ASBESTOS—
Mill Board, per sheet, cut, 15 cents.
Sheathing, 36-inch roll, Nos. 8 to 60, 15 cents.
Cement, dry, 100-lb. bags, $6.75.

ATHLETIC GOODS

BASEBALL GOODS—
Major League Baseballs, $2.00; Special League Baseballs, $1.50; Lowest Quality, 15c.
Major League Catchers' Mitts, highest quality, $15.00; lowest quality, $1.00.
Major League Basemen's Mitts, highest quality, $9.00; lowest quality, $1.00.
Major League Fielders' Gloves, highest quality, $8.00. lowest quality, 75c.
Player's Model Bats, $2.25; lowest quality, 25c.
Chest Protectors, $9.00.
Jack Strops, 50c.

TENNIS GOODS—
Tennis Racket, highest quality, $18.50; lowest quality, $2.50.
Championship Tennis Balls, 50c; Practice Tennis Balls, 10c.
Tennis Net, highest quality, $25.00; lowest quality, $3.00.
Tennis Reels, $1.50.
Racket Cases, Canvas, $1.50; Felt, $1.00. Racket Press, $1.00.
Racket Restringing, English Gut, $5.00; American Gut, $4.00; Japanese Gut, $2.25.

GOLF GOODS—
Golf Balls, highest quality, High Power, 75c; Medium Power, 50c.
Golf Clubs, Standard Woods, $5.50; Standard Irons, $4.50.

TRACK AND FOOTBALL—
Javelins, Official, $6.00.
Discus, Official, $10.00.
Vaulting Poles, 16-foot, $10.00; 14-foot, $10.00; 12-foot, $9.00.
American Football, Official, $9.00; lowest quality, $1.75.
Soccer Football, Official, $10.00; lowest quality, $3.00.
Athletic Jerseys, $4.50.
Running Shirts, 60c.
Running Pants, 90c.

GYMNASIUM AND PLAYGROUND—
Basket Balls, Official Indoor, $18.50; lowest quality, $4.00. Official Outdoor, $13.50.
Play Ground Balls, 12-inch Outseam, $1.75; 14-inch Outseam, $2.00; 12-inch Regular Seam, $1.50; 14-inch Regular Seam, $1.75; Children's, 25c.
Play Ground Ball Bats, 75c.
Hand Balls, 1⅞-inch, 35c; 2⅛-inch, 40c.
Volley Balls, Official, $7.00; lowest quality, $3.50.
Boxing Gloves, 10-oz. best, $13.50; 8-oz. best, $12.00; 6-oz. best, $9.00.
Striking Bags, best $10.00; lowest quality, $3.00.

AXES—
Double Bit, unhandled — 3½, 4¾, 4, $2.75; 4⅛, 4½, $3.00.
Single Bit, handled — Warranted $2.50; second grade, $2.25; common, $2.00.
Fireman's—Hunt's, $3.50.
Boys'—Kelly's Perfect, $1.75; common, $1.55.
Broad: Hunt's — No. 10½, $6.50; No. 11, $6.75; No. 11½, $7.00.
Baker Pattern—6-lb., $6.00; 7-lb., $6.40; 8-lb., $6.75.
Hurd's Western Pattern—7-lb., $5.50; 8-lb., $6.00.
Hunters'—Hunt's No. 000, $1.25; Sayre's No. 50, $1.75; Sheaths, 75c.
Marble's Barton, Canada pattern—5-lb., $9.00; 6 to 7 lbs., $9.55; 7½ to 8 lbs., $10.15.
Marble's Canada pattern—5-lb., $9.25; 6 to 7 lbs., $9.80; 7½ to 8 lbs., $10.35.
Marble's Pocket — No. 2, $3.25; No. 3, $3.50; No. 5, $2.00; No. 6, $2.25.

BAGS—WATER—

Closed Top—		Sanitary Top—	
1-gal.	1.15	1-gal.	1.35
2-gal.	1 85	2-gal.	1 50
3½ gal.	2.10	3½-gal.	2.25
5-gal.	2.65	5-gal.	2.85

BABBITT METAL — XXXX Nickel, lb., 70c; Challenge and Genuine, 75c; Armature, 55c; Copper Hard, 35c; Genuine Liberty Motor, 50c; Magnolia, 45c; Merit (less than 2[illegible] lb. lots), 35c; Electric and X, 15c; XX, 12c; XXX, 10c
Frictionless—Pound, 50c.

BARS, CROW—Pinch Point, Wedge or Lining, 12c lb. Claw, 25 lb., 17c lb.; 30-lb., 16c lb. Ripping or Wrecking, ½x12-in., 25c each; ⅝x20-in., 35c; ⅝x24-in., 40c; ¾x24-in., 45c; ¾x30-in., 50c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers

BELTING: Round Leather, 500-ft. reels—3/16" per foot, 5c; ¼" 10c; 5/16" 15c; ⅜" 20c.

BELTING—Rubber—

Inch	2-Ply	3-Ply	4-Ply	5-Ply	6-Ply	7-Ply	8-Ply
1	$0.18	$0.20	$0.24	....	....	....	....
1¼	.23	.26	.30	....	....	....	....
1½	.27	.31	.36	$0.45	....	....	....
1¾	.32	.36	.42	.53	....	....	....
2	.34	.39	.46	.58	$0.69	....	....
2½	.42	.48	.56	.70	.84	....	....
3	.48	.55	.65	.81	.98	....	....
3½	.57	.65	.76	.95	1.14	....	....
4	.61	.70	.82	1.03	1.23	$1.44	....
4½	....	.78	.92	1.15	1.38	1.61	....
5	....	.87	1.02	1.28	1.53	1.79	....
6	....	1.04	1.22	1.53	1.83	2.14	$2.44
7	....	1.22	1.43	1.79	2.15	2.50	2.86
8	....	1.31	1.54	1.93	2.31	2.70	3.08
9	....	....	1.73	2.16	2.60	3.03	3.46
10	....	....	1.92	2.40	2.88	3.36	3.84
11	....	....	2.11	2.64	3.17	3.69	4.22
12	....	....	2.30	2.88	3.45	4.03	4.60
13	....	....	2.50	3.13	3.75	4.38	5.00
14	....	....	2.69	3.36	4.04	4.71	5.36
15	....	....	2.88	3.60	4.32	5.04	5.72
16	....	....	3.08	3.86	4.62	5.40	6.16
18	....	....	3.46	4.32	5.20	6.06	6.98
20	....	....	3.84	4.80	5.76	6.72	7.68
22	....	....	4.22	5.28	6.34	7.38	8.44
24	....	....	4.60	5.76	6.90	8.06	9.20
26	....	....	....	6.26	7.50	8.76	10.00
28	....	....	....	6.72	8.08	9.42	10.76
30	....	....	....	7.20	8.64	10.08	11.52

BEVELS — Sliding T: Stanley 25 or Sargent 2B — 6" 65c; 8" 75c; 10" 80c; 12" 90c.
Stanley No. 18 or Sargent 66B: 6" 90c; 8" $1.15; 10" $1.45.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	⅝-in.	¾-in.	1-in.
Plain Rough brass	.80	1.05	1.35	....
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	.90	1.15	1.50	7.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	....

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.40	.75	.45	....	.25
4	.40	.65	.40	1.00	.25
5	.40	.65	.40	....	.25
6	.40	.65	.40	1.00	.30
7	.40	.65	.45	1.10	.30
8	.40	.65	.50	1.10	.35
9	.40	.75	.55	1.20	.35
10	.40	.75	.65	1.30	.40

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RETAIL SELLING PRICES—Continued

BITTS—Auger—Continued.

11	.45	.90	.70	1.45	.45
12	.45	.90	.75	1.60	.45
13	.55	1.00	.80	1.75	.50
14	.55	1.00	.85	1.85	.55
15	.65	1.20	.90	2.00	.60
16	.65	1.20	.90	2.15	.65
17	...	1.50	1.10	....	.70
18	.75	1.50	1.10	....	.75
20	.90	1.80	1.25	....	.80
22	...	2.00	1.50	....	.85
24	...	2.25	1.75	....	1.10

Bitts: Standard Auger, in sets — 8 bitts, 108-18⅝ quarters, $4.50; 18 bitts, 113-32½ quarters, $7.05; 18 bitts, 13-32½ quarters, $6.00.

Irwin Auger, in sets—418, box, 32½ quarters, 18 bitts, $9.00; 418C, box, 32½ quarters, 18 bitts, $9.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clarks' small, $1.75; large, $2.50; Steers, small, $3.00; large, $3.75.

Expansive Bit Cutters—Clark's No. 1, 40c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 60c; No. 2, 60c; No. 3, 65c; No. 4, 70c.

BIT HOLDERS—Extension—

Millers Falls, No. 3—			
12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	...	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	...	...	...	4.75	6.75	10.00
Steel—	**3-in.**	**4-in.**	**5-in.**	**6-in.**	**8-in.**	**10-in.**
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.35	3.00	4.65	6.90
Single Roller Bushed	...	1.65	...	2.25	5.50	8.75
Double Roller Bushed	...	3.30	...	4.10	10.00	15.00
Triple Roller Bushed	...	4.65	...	5.75	14.25	20.00
Snatch, Plain Bushed	...	...	...	4.19	6.00	8.75
Snatch, Roller Bushed	...	...	...	7.00	9.75	15.25

BLOWERS—

Champion Blacksmith — No. 400, $40.00; No. 40, $27.50.

Buffalo—No. 700, $27.00; No. 200,, 12" $40.50; No. 200, 14" $47.25.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, $4.50; No. 2, $4.50.

Stanwell—$2.75.

Without Table (skirt boards)—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foot, $2.00.

BOARDS—(See Washboards).

BOLTS — Common Carriage (Per 100) —

	3/16" and ¼"	5/16"	⅜"	7/16"	½"
1½	1.10	1.55	2.10	2.55	3.75
2	1.20	1.65	2.25	2.75	3.75
2½	1.35	1.80	2.50	3.00	3.75
3	1.45	1.95	2.65	3.25	4.10
3½	1.55	2.10	2.80	3.45	4.40
4	1.65	2.20	3.00	3.70	4.75
4½	1.75	2.35	3.15	3.95	5.10
5	1.90	2.50	3.35	4.20	5.40
5½	2.00	2.60	3.50	4.40	5.75
6	2.10	2.75	3.70	4.60	6.05
6½	2.30	3.00	4.10	4.85	6.35
7	2.40	3.20	4.20	5.00	6.60
8	2.60	3.45	4.60	5.50	7.30
9	2.90	3.70	4.95	6.05	8.00
10	3.15	3.95	5.35	6.50	8.60
11	...	...	5.75	6.95	9.25
12	...	...	6.05	7.45	9.90
14	...	...	...	...	11.25
16	...	...	...	...	12.40
18	...	...	...	...	13.75
20	...	...	...	...	15.25

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5-16"		⅜"	
⅜	.10	.45	.10	.45	...	...	...	...	...	...
½	.10	.45	.10	.45	.10	.60	...	...	...	...
⅝	.10	.45	.10	.45	.10	.60	...	...	...	...
¾	.10	.45	.10	.45	.10	.60	...	...	...	...
⅞	.10	.45	.10	.45	.10	.65	...	...	...	...
1	.10	.45	.10	.45	.10	.65	.15	.95	.20	1.40
1¼	.10	.50	.10	.50	.10	.70	.15	1.00	.20	1.45
1½	.10	.55	.10	.55	.15	.75	.15	1.05	.25	1.55
1¾	.10	.60	.10	.60	.15	.80	.20	1.10	.25	1.60
2	.10	.60	.10	.60	.15	.80	.20	1.15	.25	1.70
2¼	...	...	.10	.65	.15	.85	.25	1.20	.30	1.80
2½	...	...	.10	.65	.15	.90	.25	1.25	.30	1.90
3	...	...	.15	.75	.15	1.00	.25	1.35	.30	2.10
3½	...	...	.15	.85	.20	1.10	.25	1.50	.35	2.30
4	...	...	.15	1.00	.20	1.20	.25	1.65	.40	2.50

BOLTS — Machine, Square Head and Nut — (Per 100):

	¼"	3/16"	⅜"	7/16"	½"	⅝"	¾"	⅞"
1½"	$1.55	$1.80	$2.20	$2.75	$ 3.60	$ 5.20	$ 7.70	$10.40
2"	1.65	1.90	2.35	3.00	3.85	5.60	8.15	11.10
2½"	1.75	2.10	2.50	3.20	4.15	5.95	8.75	11.85
3"	1.80	2.15	2.65	3.40	4.40	6.35	9.25	12.50
3½"	1.85	2.30	2.80	3.60	4.70	6.70	9.80	13.20
4"	1.90	2.40	2.90	3.85	4.95	7.00	10.45	13.85
4½"	2.20	2.70	3.30	3.95	5.10	7.45	10.90	14.60
5"	2.25	2.85	3.45	4.20	5.40	7.80	11.45	15.25
5½"	2.30	3.00	3.70	4.40	5.65	8.35	12.00	15.95
6"	2.40	3.10	3.85	4.55	5.90	9.55	12.55	16.75
6½"	2.50	3.20	3.95	4.80	6.15	8.90	13.20	17.45
7"	2.60	3.30	4.10	4.95	6.45	9.35	13.65	18.15
8"	2.75	3.60	4.45	5.35	6.95	10.00	14.70	19.40
9"	2.85	3.75	4.80	5.75	7.45	10.75	15.85	20.80
10"	3.00	4.00	5.05	6.15	7.90	11.50	16.85	22.25
11"	3.20	4.30	5.40	6.55	8.50	12.35	17.95	23.65
12"	3.35	4.50	5.75	6.95	8.95	13.20	19.10	25.00
13"	....	....	....	....	9.50	14.00	20.15	26.40
14"	....	....	....	....	10.15	14.60	21.25	27.75
15"	....	....	....	....	10.50	15.40	22.35	29.15
16"	....	....	....	....	11.00	16.00	23.50	30.50
17"	....	....	....	....	11.50	16.85	24.60	31.90
18"	....	....	....	....	12.10	17.60	25.60	33.25
19"	....	....	....	....	12.65	18.30	26.65	34.65
20"	....	....	....	....	13.25	19.10	27.75	36.00
21"	....	....	....	....	13.75	19.80	28.85	37.40
22"	....	....	....	....	14.30	20.60	30.00	38.75
23"	....	....	....	....	14.85	21.35	31.00	40.15
24"	....	....	....	....	15.40	22.00	32.15	41.50
25"	....	....	....	....	15.95	22.85	33.25	43.00
26"	....	....	....	....	16.25	23.65	34.40	44.25
27"	....	....	....	....	16.75	24.40	35.50	45.65
28"	....	....	....	....	17.35	25.00	36.60	47.00
29"	....	....	....	....	17.90	25.85	37.70	48.40
30"	....	....	....	....	18.50	27.25	38.80	49.75

BOLTS—Barrel—

Cast Iron, Japanned—

4-inch	.15
5-inch	.20
6-inch	20.
8-inch	.40

Light Wrought Steel, Jap.—

2½-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—

6-inch	.40
8-inch	.50
10-inch	.75

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	3.00
6Q	4.50
11	1.75
11Q	3.00
14	2.00
14Q	3.25
14½	1.75
15	2.75
15Q	4.25

Universal —

21	1.75
22	3.00
71	2.00
72	3.25
81	3 00
82	4.25
91	2.75
92	4.25
592	5.00

Ferrostat—

504R	10.00
505N	15.00
505L	16.00

FILLERS—Thermos and Universal—

½ pint	1.00
1 Pint	1.10
1 Quart	1.75
1½	1.40

LUNCH KITS —

Thermos —

392 and 396	2.75
393 and 397	3.00
394 and 398	4.00

Universal—

310	3.00
320	3.50
410	3.25
510	3.50

Thermos—Food Jars. Fillers.

600	3.25	1.35
601	3.75	1.65
602	5.25	2.25

Thermos—Jugs. Fillers.

556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—

3-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—

3-inch	.35
4-inch	.40
6-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.40
8-inch	.50
10-inch	.60

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes— ... .

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.80
10-inch	1.85

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RETAIL SELLING PRICES—Continued

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1305 25x5	30.75
1306 30x5	33.00

Stanley—

50½	11.50
246	24.50
358	29.00
460	35.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

Langdon—

25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—

20	4.50

BRACES—

P. S. & W., No. 7008, $4.75; each; No. 7010, $5.00; 7012, $5.25. 8010B, $6.00; 8012B, $6.25; 8014B, $6.50.

Stanley, No. 921—8-inch, $5.00 each; 10-inch, $5.25; 12-inch, $5.50; 14-inch, $5.75. No. 945 — 8-inch, $2.75; 10-inch, $2.85, 12-inch, $3.00. No. 965—8 inch, $2.15; 10-inch, $2.25. No. 966—8-inch, $1.15; 10-inch, $1.25.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.60
4x 5	.20	4x 5	.65
5x 7	.35	5x 7	.80
6x 8	.40	6x 8	.95
7x 9	.45	7x 9	.95
8x10	.50	8x10	1.05
10x12	.65	10x12	1.25
12x14	.95	12x14	

BRADS—Wire—	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
¼ and ⅝-inch	.35	.20	.15
¾ to 1⅛ inch	25	15	10
1¼ to 2-inch	20	15	10

BRASS—Sheet—Soft, per lb., 45c; Half Hard, 50c; Sign, 50c; Spring, 75c.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.50 each; No. 44, $3.25 each. Cake Maker, No. 1, $3.50; No. 2, $4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 15c each; 218, 20c; 220, 25c; 1102, 30c; 1103, 35c; 1104, 40c; 1105, 45c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 70c each; No. 2, $1.25; 3, $1.00. Mill—Steel Band, 90c.

Push or Street — Bassine, with Handles — 14-inch, $1.10 each; 16-inch, $1.25; 18-inch, $1.25; 24-inch, $2.00; 30-inch, $2.65. Rattan, with Handles—16x8 inches, $1.10; 16x10, $1.25. Wire, no Handles—12x5, $1.10; 14x5, $1.25; Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BUTTS — Cabinet Door —	2x2	2½x2	2½x2½	3x2½
189 F	.55	.65	.90	...
189 N	.75	.80	1.00	...
284 D2, F; or 2719 AC, OB	.20	...	.25	.35
284 SF2; or 2719 MBS	.25	...	.30	.35
284 N; or 5719	.30	...	.35	.40
286 D2, F; or 2721 AC, OB	.25	...	.30	.35
286 N; or 5721	.25	...	.35	.40
289 D2, F, B; or 2718 AC, OB	.30	.35	.35	.40
289 N	.35	.40	.40	.45
289 SF 2, SD2, SA4, H; or 2718MBS	.30	.35	.35	.40
291 D2, F; or 2705 AC, OB	.30	...	.30	.35
291 SD2, SF2, SA, B; or 2705 MBS	...	...	.35	.40
291 N; or 5705	...	...	.40	.45
295 D2, F, or 2722 AC, OB	.25	.30	...	...
295 N or 5722	.35	.40	...	...

Galvanized Brass Pins:	2x2	2½x2½	3x2½	3x3	3½x3½	4x4
1319 or 4705 BR	.40	.45	...	.55	.75	...
1334 or 4703 BR	.40	.50	...	.65	.75	.95

Bright Steel:

804 or 703½	.20 .25 .25 .25 .30 .45
808 or 705	.15 .20 ... .20 .30 .40
823 or 714	.25 ... .30 .35 .40
838 or 719: 1, 10c; 1¼, 10c; 1½, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 25c; 4, 35c.	
840 or 721: 1, 10c; 1¼, 10c; 1½, 10c; 2, 15c; 2½, 15c; 3, 20c.	

Finished:	2x2
241 D2, F, F2, B; or 2714 AC, OB	.40
241 SD2, SF, SA4; or 2714 MBS	.45
241 H	.50
241 N or 5714	.50
Parliament: 260 D2, F; or 2716½ AC, OB	.45
260 H, SA4	.50
260 N or 5716½	.50
828 or 716½	.35
Japanned: 731 or 1714	.25
731½ or 1741½	.30
733 or 1714½ DB	.35
740J1 or 1721	.25
747 or 1705	...
749J1 or 1718	.35
Half Surface: 160 D2, F; or 2740 AC, OB	.45
160 SF2 or 2740 MBS	.50
160 H	.50
160 N or 5740	.50
165 D2, F or 2745 AC, OB	.50
165 SF2 or 5745 MBS	.55
165 N or 5745	.55

BRUSHES—

Casting—

No.	Each.
2	.60
3	.65
5½	.60
7	.75
10	.75
15	.90

Counter or Dusting—

15	1.00
17	1.25
20	1.25
7	2.50

Floor or Garage—

12	1.35
14	1.50
16	1.65
112	1.75
114	1.85
116	2.10
216	2.00
218	2.25
220	2.50
224	3.00
312	1.50
314	1.75
316	1.85
614	5.00
616	5.75
618	6.25

Hand or Nail—

Daisy	.10
Windsor	.15

Horse—

Collie	.80
Hound	.65
Mastiff	.75
Pointer	.65
Shoo Fly	.70
72	.40
78	.60
78-P	.50
800	.85

Kalsomine—

240	6.75
310	3.00

Marking—

1	.10
2	.10
3	.10
4	.15
5	.15
6	.15

Paint—

151—2½	.35
3	.50
3½	.65
4	.80
155—3	.70
3½	.85
4	1.10
4½	1.65
159—2½	.70
3	.80
3½	1.10
4	1.50
165—3	1.35
3½	1.85
4	2.25
4½	3.25
228—3½	2.50
4	3.25
4½	4.50

Roofing—

401	2.25
404	2.65

Sash—

20—2	.20
4	.25
6	.35
8	.45

Paint—(Chinese bristles)— Grade.	1	2	3	4	5
2½-inch	.35	...	.70	...	...
3-inch	.50	.70	.80	1.35	...
3½ inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½ inch		1.65	...	3.25	5.75

Roofing—Knotted—

3 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.35
1x2¼-in.	.45

Scrub—

Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.30
Ox Fibre, 10"	.35
Ox Fibre, 12"	.40
White Tampico, 8"	.20
White Tampico, 11"	.30
White Tampico, 12"	.40

Shoe—

Dauber, wood	.20
Dauber, iron	.25
Brush only, ⅞-in.	.35
Brush only, 1¼-in.	.75
Combination	.30
Extra bristles	.50
Best 1¼-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shelving—Rubber—Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1⅛-in., 2½-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

Window—

Gray fibre	.90
Black horsehair	.80
Pope's Eye	1.25
Squeeges, 10-in.	.25
Squeeges, 12-in.	.30
Squeeges, 14-in.	.35
Squeeges, 16-in.	.40

BUCKETS—(See Galv. Ware)

BURNERS: Lamp—1 or A, 15c; 2 or B, 20c; 3C, 30c. Lantern—0 Hot Blast, 15c; 2 Cold Blast, 25c. Rubbish — 1-20" steel, $8.25; 2-26" steel, $10.75; 3-30" steel, $13.00; 10 wire, $1.75; 11 wire, $2.10; 12 wire, $2.50; 13 wire, $3.00; 14 wire $3.50.

2½x2½	3x3	3½x3½	4x4	4½x4½	5x5	6x6
.40	.40	.40	.55	.80	1.40	2.35
.45	.50	.50	.65	.90	1.55	2.65
.50	.50	.50	.70	.95	1.60	2.75
.50	.50	.55	.70	1.00	1.65	...
...	.45	.55	.60	.70	.75	...
...	.50	.60	.65	.70	.80	...
...	.50	.60	.65	.70	.80	...
...	...	.35	.40	.45	.50	.55
.30	.30	.30	.40	.55	.75	...
.35	.40	.40	.45	...	...	...
.40	.40	.40	.50	.75	1.30	2.25
.30	.35	...	...	...	...	...
.30	.35	...	...	...	...	...
.35	...	...	...	...	...	...
.45	.50	.55	.75	1.05	...	...
.50	.55	.65	.80	1.10	...	...
.55	.60	.70	.85	...	...	...
.55	.60	.70	.85	1.15	...	...
.50	.55	.60	.80	1.05	...	...
.55	.60	.70	.90	1.15	...	...
.60	.65	.75	.90	1.25	...	...

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RETAIL SELLING PRICES—Continued.

CANTEENS: Boyco and Bear Brand, Covered—2 qts., $1.25; 3 qts., $1.35; 4 qts., $1.50; 6 qts., $1.75; 8 qts., $2.10; 10 qts., $2.35.
Khaki Covered—2 qts., $1.10; 3 qts., $1.25; 4 qts., $1.35; 6 qts., $1.50; 8 qts., $1.85.
Government Covered—222, $1.50.
Lincoln Auto (Auto Can), Covered—No. 100, $1.75; No. 200, $2.00; No. 300, $2.10.
American or Boy Scout—Covered, with straps, No. 325, $1.10.
Canteen Straps—No. 301, 20c.
Boyco Service Units — No. 5, $5.75; No. 22, $6.75; No. 112, $7.00; No. 212, $8.00; No. 312, $7.75.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2 ¼ x 4 ½	2.90	3.65
2 ½ x 4 ½	3.00	3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.50.

CARRIERS: Hudson Hay—No. 29 $20.50; No. 50, $11.50; No. 62, $16.25; No. 77, $10.75.
Hunt, Helm & Ferris — 493, $20.25; 502, $15.75; 503, $12.00; 481, $25.00.

CATCHERS, GRASS—No. 1, $1.00 each; 2, $1.15; 10, $1.15; 20, $1.25; 1000A, $1.50. No. 1, Perfex, $1.65; No. 2, Perfex, $1.75. No. 5G, Easy-Em., $1.75; 10G, Easy-Em., $2.00; 12G, Easy-Em., $2.25; 50, Easy-Em., $1.65.

CHAINS—Tire—

Size. Tire—Weeds	Pair.	Size.	Pair.
3 x30	4.50	4 ½ x33	7.25
3 ½ x30	5.00	4 ½ x34	7.50
3 ½ x32	5.50	4 ½ x35	8.00
4 x31	6.00	4 ½ x36	8.00
4 x32	6.00	4 ½ x37	8.75
4 x33	6.50	5 x35	9.00
4 x34	7.00	5 x36	9.00
4 x35	7.50	5 x37	9.75
4 x36	7.50	5 ½ x36	12.00
4 ½ x32	7.00	5 ½ x37	13.00
		5 ½ x38	14.00

Dozen pair lots, 10% off.

CHAIN—Yankee, Straight Link (Coil)—4-0, 10c ft.; 3-0 10c; 2-0, 9c; 0, 8½c; 1, 8c.
Norway Straight Link (Coil)—⅛, 35c lb.; ⅝, 35c; ¾, 30c.
Passing Link (Coil) — 4-0, 12c ft.; 3-0, 10c; 2-0, 9c; 1-0, 8c.
Proof Straight Link (Coil)—3-16 Black, 22c lb.; ¼, 20c; 5-16, 18c; ⅜, 17c; 7-16, 15c; ½, 15c; ⅝, 15c; ¾, 15c; ⅞, 15c.
Proof Twisted Link (Coil)—¼ Black, 20c lb.; 5-16, 20c; ⅜, 15c.
B. B. Proof Straight Link, A (Coil)—5-16, 20c lb.; ⅜, 20c; ½, 20c; ⅝, 20c; ¾, 20c; ⅞, 20c; 1, 20c.
Twisted Machine Coppered (Coil)—3-0, 15c ft.; 2-0, 15c. Jack—Iron—16, 10c yard; 14, 10c; 12, 10c; 10, 10c; 8, 15c. Brass—120, 10c yard; 118, 10c; 116, 10c; 114, 20c; 113, 20c; 112, 20c; 110, 35c.
Safety Brass—00, 15c yard; 0, 15c; 1, 15c; 2, 20c; 3, 25c.
Sash—0, Copper Plated, 4¼c ft.; 1, Copper Plated, 5c; 2, Copper Plated, 5c; 4X, Sherardized, 15c; 10, Cable, 20c.
Sash Chain Fasteners—Phoenix, 20c set; 10, 60c.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks — 120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150, 15c; 250, 15c; 350, 15c.

CHESTS, TOOL — A, Leather Covered, $26.50; AA, Leather Covered, $30.25; B, Quartered Oak, $24.25; BB, Quartered Oak, $26.50; BBB, Quartered Oak, $32.00; D, Quartered Oak, $16.25; DD, Quartered Oak, $17.75; DD, Leather Covered, $19.00; DDD, Leather Covered, $20.25; DDD, Quartered Oak, $20.00; E, Quartered Oak, $24.25; EE, Quartered Oak, $28.50; F, Quartered Oak, $20.00; F, Leather Covered, $20.25; FF, Leather Covered, $23.75; FF, Quartered Oak, $22.25; G, Plain Oak, $14.00; GG, Flain Oak, $15.50.

CHECKS, DOOR: Corbin — No. 1, each, $7.00; 2, $9.00; 3, $10.75; 4, $13.25; 5, $16.75.
Norton—A, Each, $7.00; B, $9.00; C, $10.75; D, $13.00; E, $15.50; CH, $11.00; DH, $13.00.
Dime — No. 10, each, 15c; Norton, 44, $2.35; No-Slam, 100, 35c.
Rixon—A, each, $8.00; B, $9.25; C, $11.00; D, $14.50.
Sargent—No. 20, each, $4.00.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	2.75	0	1.50
10	4.50	1	1.85
12	4.00	2	2.25
22	7.50	3	3.00
32	9.00	304	6.50
		Russwin	
		0 R	1.75
501	2.25	1 R	2.25
602	2.75	2 R	2.75
703	3.50	3 R	3.50

CHISELS—

Socket Firmer Bev. Edge	Whites No. 2 ¼"	Whites No. 2 ⅜"	Pocket Bev. Edge 1"	Pocket Bev. Edge 1¼"	Inside or Outside Bevel 1½"	Inside or Outside Bevel 2"
Buck Bros. Socket Firmer...	1.30	1.40	1.65	1.85	2.00	2.50
Buck Bros. Tanged Firmer..	.95	1.05	1.15	1.35	1.50	2.15
Buck Bros. Socket Butt.....	...	...	...	1.50	1.60	2.10
Buck Bros. Tanged Turning..	.80	.90	1.10	1.35	1.65	2.35
Everlasting, Pocket	1.30	1.40	1.50	1.70	1.85	2.25
Witherby's Butts	...	...	1.00	1.10	1.25	1.75
Witherby's Corner	3.75	3.75	4.25	...	...	...
Witherby's Socket Firmer(P)	.70	.80	.90	1.00	1.10	1.25
Witherby's Socket Firmer(B)	.85	.95	1.15	1.20	1.25	1.50
Witherby's Socket Framing.	1.15	1.30	1.40	1.55	1.65	2.10
Witherby's Pocket	.80	.90	1.10	1.15	1.25	1.40
Cap	.65	...	...	...	...	...
Diamond Point	...	...	...	...	...	...
Regular or Common Taper...	.20	.35	.70	...	...	...
Extra Quality Polished Point	.35	.65	1.10	...	...	...

CHURNS—Barrel—No. 0, $10.00 each; 1, $11.25; 2, $12.75; 3, $14.25.
Improved Cylinder—No. 1, $5.50; 2, $6.50.
Glass Family, Universal—No. 15, $2.75 each; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c; 20, 90c; 30, $1.20; 40, $1.50.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25
Dash and Handle—25c extra.

CLAMPS: Carpenters'—Cincinnati: 18-inch, $4.50; 24-inch, $4.50; 30-inch, $5.00; 36-inch, $5.50; 48-inch, $6.00; 60-inch, $7.50; 72-inch, $9.50; 84-inch, $20.00; 96-inch, $22.
Carriage Makers' — 2½-inch, 40c; 3-inch, 45c; 4-inch, 55c; 5-inch, 65c; 6-inch, 85c; 7-inch, $1.25; 8-inch, $1.50; 9-inch, $1.65; 10-inch, $1.90; 12-inch, $2.30.

CLEANERS—Window—Rubber — 10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.
Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND —
Cedar Sweep—1½-lb. carton, 20c; 4¼-lb. carton, 60c; 33-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.
Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.
Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.
Cedar Mist—1 gal., $3.50; 5 gals., $12.50.
Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ in., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1½-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	4.00	No. 0	2.25
No. 2	5.50	No. 1	2.75
No. 2	7.75	No. 2	3.75
No. 3	10.25	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS, ALARM—Westclox—American, $1.50 each; Bluebird, $1.75; Lookout, $1.75; Sleepmeter, $2.00; Bunkie, $2.75; Ironclad, $2.25; Jack-O'Lantern, $3.00; Bingo, $3.25.
Circle, $3.25; Flash, $2.40; Gale, $4.50; Ideal, $3.00; Indian, $1.75; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH — Emery, Nos. 00 to 2½, 10c straight; No. 1 to 8, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.63	.72
¾-inch	.28	.35	.42	.49	.56
⅝-inch	.28	.35	.42	.49	.56
2-inch	.20	.25	.30	.35	.40
2½-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	.30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c; 14M Opal, 5c per sq. ft

COCKS—

No. Ball—	Each	No. Gas Hose—	Each
½-inch...	1.25	¾-inch...	.30
⅝-inch...	1.50	½-inch...	.35
¾-inch...	1.75	¾-inch...	.50
1-inch...	3.00		

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.45	.50	.55	.60	1.00	1.50	2.10	3.75

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

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RETAIL SELLING PRICES—Continued

COOKERS—Fireless—Duplex—No. 25, $17.00 each; No. 30, $28.25; 35, $19.75; 50, $30.00; 55, $32.00; 60, $35.00; 70, $48.50.
Legs—Set, $3.50.
Soapstone Discs—Each, $1.75.

COOLERS, WATER — Galvanized Lined — 02, $4.00 each; 03, $4.75; 04, $6.00; 06, $7.25; 08, $9.00; 010, $10.75.

COPPER—Sheet, 50c lb.; Bars, round, 40c lb.; Tubing, 47c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.		6 pints	1.85
8½ inch	2.25	Tea Pots.	
9½ inch	2.35	2 pints	1.25
10½ inch	2.50	3 pints	1.35
Coffee Pots.		4 pints	1.50
3 pints	1.35	Wash Boilers.	
4 pints	1.60	348	6.75
5 pints	1.75	349	7.50

COPPERS, SOLDERING—Family—
1, per set 1.50
2, per set 1.85
Tinners—
½ pound, per pair ..... .25
1 pound, per pair ..... .30
1½ pound, per pair ..... .35
2 pound, per pair ..... .45
3 to 14 pounds ..... .45

CORD—Sash, Common—Per hank: No. 6, $1.10; 7, $1.40; 8, $1.65; 10, $2.75; 12, $3.25.
Samson Spot and Silver Lake — Per hank: No. 6, $1.75; 7, $2.50; 8, $2.85; 10, $4.75; 12, $5.75.
Wire, Galvanized — Per foot: 1/16", 2½c; 3/32", 3c; ⅛", 3½c; 3/16", 4½c; 7/32", 5c; ¼", 6c.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c: Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $2.00; 5N, $1.50; 8N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.25 each; 2, $4.25; 3, $7.00; 4, $14.00; 5, $20.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.50.
Trimo—No. 1, $3.50; No. 2, $4.75; No. 3 $8.00.

DAMPERS — Stove Pipe — No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.75; 10, $1.50.

DIVIDERS—Wing, Nos. 35 and 50—6-inch, 65c; 7-inch, 75c, 8-inch, 80c; 10-inch, $1.10; 12-inch, $1.35; 14-inch, $3.50.
Wing Ext. No. 1 — 6-inch, $1.15; 7-inch, $1.25; 8-inch, $1.35.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	1.20	10x12	1.70
8x10	1.30	12x15	3.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS, SCREEN

No.	2-6x6-6	2-8x6-8	2-10x6-10	3x7
241, Common, ⅞-in. thick	2.00	2.20	2.80	2.40
296, Painted black, 1⅛	2.60	2.70	2.85	2.85
311, Varnished, 1⅛	3.50	3.75	4.00	4.25
381, Varnished, 1⅛	3.60	3.75	3.90	4.00
315G, Var., 1⅛, Gal. Cl.	4.15	4.30	4.50	4.75

DRILLS—

Goodell-Pratt Bench Drills— No.	Each.	No.	Each.
8	7.50	279	18.25
8½	9.50	Millers Falls Breast Drills—	
9½	14.00	12	6.25
10½	24.00	87	7.75
490½	20.00	97	12.00
1008	16.50	99	12.75
1005	26.50	112	6.75
11	22.00	212	3.75
Goodell-Pratt Breast Drills—		245	4.50
6	5.85		5.00
07	5.50		
Drill Presses—Millers Falls			
20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

EL AN GE OR ROYAL ENAMEL WARE

Biggins, Coffee		40	.35	Ladles, Deep		34	.55
10	1.00	**Cups and Saucers**		100	.25	36	.65
920	1.15	300	.35	120	.35	**Pans, Milk**	
930	1.25	300S	.20	111	.30	0	.25
Boilers, Coffee		**Cuspidors**		**Measures**		11	.20
60	1.10	10	.45	02	.35	20	.30
80	1.50	30	.65	04	.50	40	.35
100	2.50	300	1.10	06	1.10	60	.50
Boilers, Rice		**Dippers, Cup**		11 Graduated	.65	100	.60
14	1.00	10	.35	**Pails, Chamber**		120	.75
18	1.25	**Dippers, Windsor**		2	1.85	**Pans, Convex Sauce**	
22	1.65	110	.35	40	2.50	02	.50
26	2.25	**Dippers, Suds**		**Pails, Water**		04	.70
Bowls, Wash		4	.55	110	1.10	06	.85
26	.25	**Dishes, Soap**		114	1.50	010	1.35
30	.35	50, 60	.30	**Pans, Bed**		012	1.50
34	.50	**Fillers, Fruit Jar**		1	2.50	**Pans, Combination Sauce**	
Buckets, Covered		20	.25	**Pans, Douche**		1D	1.75
21	.45	**Flasks, Coffee**		2	2.00	10T	2.75
28	.65	10	.55	**Pans, Bread**		**Pans, Lipped Sauce**	
26	1.00	**Funnels, Pierced**		11	.40	10	.25
28	1.25	01	.25	13	.60	14	.35
32	1.75	03	.35	**Pans, Cake**		18	.40
150	.50	05	.50	9	.20	24	.55
350	.70	06	.65	10, 69, 70	.30	28	.80
450	.80	**Kettles, Convex**		200	.45	**Pans, Straight Sauce**	
650	1.00	03	.60	**Pans, Corn Cake**		250	.55
850	1.45	05	.80	706	.65	450	1.05
1050	1.65	08	1.10	709	.75	650	1.30
1250	1.95	010	1.25	712	1.00	850	1.40
Buckets, Dinner		014	1.65	**Pans, Muffin**		**Pans, Stew**	
110	1.75	020	2.35	106	.55	3	.40
112	2.10	**Kettles, Lipped Preserving**		412	1.00	5	.50
118	2.50	14	.30	**Pans, Deep Pudding**		6	.65
502	1.75	18	.45	50	.20	**Pans, Oblong Stove**	
503	2.00	22	.55	150	.25	04	.40
Chambers		26	.70	300	.30	100	.45
1	.45	30	.95	500	.40	800	.65
2	.65	36	1.35	800	.50	350	.85
3	.70	40	2.00	1000	.65	450	1.10
Chamber Covers		50	3.00	**Pans, Dish**		550	1.40
10	.25	**Kettles, Milk**		15	1.25	**Pans, Square Stove**	
20	.30	71	.65	80	.80	110	.80
30	.35	73	1.00	140	1.00	112	.95
Colanders		74	1.25	210	1.35	114	1.25
1	.55	**Kettles, Tea**		300	2.10	116	1.60
3	.80	30	.85	400	3.25	120	1.85
104	.50	50	1.00	**Pans, Rinsing**		**Pitchers, Molasses**	
306	.80	70	1.25	08	.75	601	.70
Cups		90	1.75	014	1.00	**Pitchers, Water**	
3 (Mug)	.35	100	2.00	017	1.15	2	1.10
6	.25	160	1.25	**Pans, Lipped Fry**		4	1.35
8	.20	180	1.65	30	.35	5	1.10
9, 10, 11, 25	.25	190	2.00	32	.45	10	1.35

Plates, Deep Pie		**Pots, Coffee**	
39	.25	2½	.50
40	.30	5	.60
Plates, Shallow Pie		25	.80
27	.25	45	1.00
30	.25	**Pots, Tea**	
Plates, Dinner		00	.55
20	.25	0	.65
Pots, Fireless Cooker		20	.80
1450	1.90	011	.60
1850	2.75	101	.80
		102	.90
Pots, Straight Sauce			
018	.85
022	1.10
026	1.65
030	2.50
Pots, Soup Stock	
318	14.25
336	20.00
218	6.25
286	10.25
Roasters	
150	2.50
180	3.25
Skimmers, Flat	
12	.30
Spoons, Basting	
10	.20
14	.20
18	.25
Steamers	
7	1.50
8	1.75
Steepers, Tea	
3	.70
Tubs, Oval Foot	
0	1.15
2	1.65
4	3.00
Turners, Cake	
14	.25

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RETAIL SELLING PRICES—Continued

Hand Drills—Millers Falls

1	3.50	105	3.75
2	5.00	308	3.00
3	2.50	306	5.50
5	3.75	348	4.00
98	5.75	980	5.75
		1980	5.75

Chain Drills—Goodell-Pratt

307	4.50	318	7.00
316	4.50	1500	6.30
317	5.50		

Yankee Automatic

41	2.50	44	3.25
42	2.00	40	3.00

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	805	.55
301	1.15		

Yankee Drill Points

Set of 8, $7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1/16	.15	....	....	....	.10	....
1/8	.20	.30	.30	....	.15	.30
3/16	.25	.30	.40	....	.15	.30
1/4	.30	.40	.45	.90	.20	.40
5/16	.40	.45	.50	1.00	.25	.45
3/8	.45	.50	.60	1.10	.30	.50
7/16	.55	.60	.65	1.15	.45	.60
1/2	.70	.75	.70	1.20	.60	.75
9/16	.80	.85	.75	1.25	...	.85
5/8	.90	1.00	.80	1.30	...	1.00
11/16	1.10	1.10	.90	1.35	...	1.10
3/4	1.25	1.20	1.05	1.40	...	1.20
7/8	1.50	1.60	1.30	1.85	...	1.60
1	1.85	2.10	1.50	2.30	...	2.10
1 1/8	....	....	....	2.75	...	2.70
1 1/4	....	....	....	3.25	...	3.30
1 3/8	....	....	....	3.75	...	3.90
1 1/2	....	....	....	4.25	...	5.10

Sebco Four Point Star, Brick and Concrete—

	1/4	3/8	1/2	3/4	1	1 1/4	1 1/2	2
12-inch	.40	.40	.45	.65	.85	1.80	2.25	4.50
18-inch	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch	.65	.65	.70	1.00	1.20	1.75	2.80	5.25

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—

E940	18.00
E9850	16.00

Grills—

E982	11.50
E984	12.50

Heaters, Immersion —

E970	5.25

Irons, Curling—

E9901	6.25
E99011	6.75

Irons, Pressing—

E901	7.50
E902	6.75
E905	6.75
E9028	6.25
E9035	6.75
E9051	7.50

Pads, Heating—

E9940	19.00

Percolators—

E9435	18.50
E9437	15.00
E9439	16.50
E9635	11.75
E9637	13.00
E9039	14.50
E9646	17.50
E9649	19.50
E9676	10.00

Ranges, Table—

E9841	22.00

Stoves—

E998	9.00
E997	9.00
E9960	8.00

Toasters—

E945	7.50
E946	6.75

Urns, Coffee—

E916	17.00
E919	18.50
E9136	15.00
E9146	19.50
E9149	21.50
E9166	22.50
E9169	25.00
E9176	16.00
E9179	17.50
E9166044	42.25
E9169044	44.75

Vacuum Cleaners—

E701	39.50
Attachments	10.50

Hot Point Goods—

Chafing Dishes—No. 20501, $10.00 each; 20502, $19.00; 20503, $22.50.

Grills—116G1, $11.50 each; 136G1, $12.50; 20101, $10.50.

Heaters, Air—No. 30403, $11.00 each; 30404, $18.00; 30603, $33.50; 30604, $44.00; 116A4 (Hedlite), $11.00.

Heaters, Immersion—No. 113W16 (50201), $5.25 each; 115W16 (50202), $6.25; 115W17 (50203), $7.25.

Irons, Curling—No. 112L5, $7.25 each; 112L6, $6.50.

Irons, Pressing—No. 1113F12 (11103), $7.95 each; 113F22 (11303), 3 lb., $6.25; 115F5 (11205), 5 lb., $6.95; 115F17 (11206), 6 lb., $6.95; 11307, $8.75; 11308, $9.25; 11310, $11.00; 11312, $15.50; 11315, $17.00.

Pads, Heating—No. 114Q8 (50142), $9.00; 114Q4, (50151) $10.25.

Ovens—No. 40701, $6.50; 40201, $25.00.

Percolators—No. 20611, $10.00; 20620, $13.00; 20621, $13.00; 20622, $17.50; 20650, $18.00; 114P18 (20651), $23.00; 114P17 (2652), $25.00.

Stoves—No. 116D1, $10.00; 136D1, $11.50; 20301, $7.00; 20302, $7.25; 40101, $7.50; 40102, $9.25; 40103, $13.00; 40104, $15.00; 40105, $17.50.

Toasters—114T5, $6.75; 115T1, $8.50.

Vacuum Cleaners—122V2, $45.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

Anylites	1.35

Ammeters—

Ever Ready	1.25
Readrite	1.00
Volt	1.15

Bells, Door—

2 1/2 inch	.85
3-inch	1.00
Buzzers	.85
Chain, Fixture	.25
Cleats, Porcelain	.05

Cord—

	Ft.
Heater No. 16	.12 1/2
No. 18	.10
Lamp No. 18, G. & Y.	.04
No. 18, Par Silk	.07 1/2
No. 20, Par Silk	.06
No. 18, Tw Silk	.07
No. 20 Tw. Silk	.05
1-64 Single Fixture	.08
No. 18 Reinforced	.10

Fans—

Menominee, 500-9-in.	12.00

Robbins Meyers—

8-inch non-osc.	12.50
9 in. non-osc., 3 sp.	19 50
9-in. osc., 3-speed	24 50
12-in. non-osc., 3-sp.	29.00
12-in. osc., 3-speed	37.00

Fuses—

	Each
Plug, 6 to 30 amp.	.12 1/2

Knobs—

	Each
Porcelain, 5 1/2 Solid	.03 1/2
Nailit, 5 1/2 Split	.05

Lamps—

Nilco-Mazda type	List
Mazda Auto	List
Hylo Tungsten	1.00
Hylo Carbon	.75

Lamp Guards —

No. 1425 Loxon	.45
No. 107 Neverbreak	.35
No. 44 Portable	3.25
No. 48, Portable	3.75

Loom—

	Ft.
"Duraduct" 7-32 in.	.06
1/4 inch	.08

Plates, Switch—

	Each
Single gang	.25
Two gang	.50
Receptacle	.60

Plugs—

	Each
Benjamin 2-way	1.35
Benjamin 3-way	1.75
Twinlite 2-way	1 20

Attachment —

	Each
903 Benjamin	.30
2500 Chelton	.40
4 Mueller	.20
Fitzall w-o spring	.65
Fitzall spring	.75

Push Buttons—

	Each
Wood	.20
Dull Brass	.25
Pearl Button	.50
White Button	.45

Receptacles—

	Each
Flush	.45
Arrow E	.60
Cleat	.25

Rosettes—

Concealed, 2-pc.	.30
Cleat, 2-pc.	.30
Cleat, 1-pc.	.30

Shades—

Tin Flat, 8-inch	.25
Tin Flat, 10-inch	.35
Cone, 8-inch	.40
Cone, 10-inch	.45

Shade Holders—

2 1/4 inch Acme	.10
2 1/4-inch Uno	.20

Sockets, Key—

Freeman DB	.30
Arrow E DB	.30
Freeman Nic.	.60
Arrow E Nic.	.65

Sockets, Pull Chain—

Freeman DB	.60
Arrow E DB	.65
Arrow E. Nic.	.75
Levolier DB	.65

Sockets, Keyless—

Freeman DB	.30
Arrow E DB	.30

Staples—

	Pkg.
Insulated, 3/4-inch	.30

Switches—

	Each
Snap	.40
Push	.40
Battery S. P. S. T.	.40
Battery S. P. D. T.	.60
Battery D. P. S. T.	.65
Battery D. P. D. T.	.90

Tape—

	Lb.
Friction, 1 oz. to 1 lb.	.80
Rubber, 1/4 lb. to 1 lb.	.80

Tubes—

	Each
Porcelain, 5-16x3-in.	.02

Transformers—

	Each
Arrow	1.75
Jefferson Jr.	1.75

Wire, Rubber Covered—

	Ft.
No. 10	.02 1/2
No. 12	.02
No. 14	.01 1/2

Weather-proof—

	Lb.
No. 10	.40
No. 12	.40
No. 14	.25

Bell Wire—

	Ft.
No. 18, Single	.03 1/2

EMERY—Per lb., 25c.

Stones—See Stones.

Cloth—See Cloth.

Wheels—See Wheels.

FASTENERS—Casement, steel, all numbers 20c; bronze, 40c.

SASH—Bronze: No. 257, 40c; No. 382, 50c; No. 815, 40c; No. 1831 1/2, 85c.

Steel or cast iron: No. P668, 10c; Nos. 800, 254, 15c; Nos. 334, 500, 20c; No. 324, 25c.

FAUCETS—Cork Lined—

8-inch, each	.30
7-inch, each	.15
9-inch, each	.25

FENCE, POULTRY—10-rod rolls.

	24"	36"	48"	60"	72"
Banner	4.75	6.00	7.00	8.25	9.50
Blue Ribbon	5.00	6.25	7.50	8.75	9.75
Ideal	3.75	4.85	6.50	8.00	9.75
Union Lock	4.00	4.50	5.75	6.75	7.25

FIBRE WARE—Keelers—No. 2, $3.00 each; No. 3, $2.50.

Measures—1-qt., $1.75; 2-qt., $2.25.

Star Pail—12 qts., 90 cents.

Spittoons—No. 2, $1.75; No. 3, $1.50.

Tubs—No. 1, $6.25; No. 2, $5.50; No. 3, $5.25.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
1/8 inch	1.25	.25	1/8 inch	3.50	.20
3-16 inch	1.50	.30	3-16 inch	4.50	.25
1/4 inch	2.00	.35	1/4 inch	5.75	.30
5-16 inch	2.25	.40	5-16 inch	6.75	.30
3/8 inch	2.75	.50			
1/2 inch	4.50	.75			

FILES —

Length, inches—	3-3 1/2	4	4 1/2	5	5 1/2	6	8	10
Band Saw, Slim	...	.20	...	.20	...	.25	.30	.60
Knife, Bastard	...	.35	...	.35	...	.40	.50	.50
Regular Taper	.15	.15	.15	.20	.20	.20	.35	.45
Slim Taper	.15	.15	.15	.20	.20	.20	.25	.40
Warding, Bastard	...	.25	...	.25	...	.30	.40	...

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RETAIL SELLING PRICES—Continued

FILES—Continued.

Length, inches—	3-4	5	6	8	10	12	14	16
Flat, Bastard	.25	.25	.30	.35	.45	.55	.80	1.10
Half Rd., Bastard	.30	.35	.35	.45	.55	.70	.90	1.25
Mill, Bastard	.20	.20	.25	.30	.35	.40	.65	.90
Round, Bastard	.20	.20	.25	.30	.35	.40	.65	.90
Square, Bastard	.25	.30	.30	.35	.45	.60	.85	1.10

FIRE EXTINGUISHER—Pyrene Phomene—Charge and hook, $25.00 each. Quantity discounts: 2 to 5, 25%; 6 to 11, 30%; 12 or more, 33⅓%. Phomene Recharges, $1.75 each.

FIXTURES—Grindstones—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2e04, $1.70; 2631, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries — No. 705, 50c each; 700, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Blb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Blb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	8475B	3577	3577B	3579
Complete, ea.	$1.00	$1.25	$1.25	$1.35	$1.50	$1.65	$1.90
Case & Blb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Ch. Nos. 6239 6239B — Complete, each... $1.00 $1.10 — Case & Blb, ea. .75 .85
Watch Chain Bat'y No. 1204 — Battery only, each.... $ .25

Battery only —

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.35; 2½-in., $1.85; 3-in., $2.25; 3½-in., $3.00.

FORGES—No. 150 Chicago, $14.75; No. 151 Chicago, $16.75. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS — Hay — Nellis, 94 single harpoon, $7.50; 95 double harpoon, $4 65; 96 double harpoon, $9.50; 87 double harpoon, $5.50; 98 double harpoon, $9.50. Grapple, No. 99 (4 tines), $17.50; No. 100 (6 tines), $20.00. Jackson Patterns, 4 ft., $22.50; 4½ ft., $24.00; 5 ft., $28.00.

FREEZERS—Arctic—

1	3.20	4	6.60
2	3.75	6	8.40
3	4.50	8	10.75
4	5.50	10	14.50
6	7.00	12	17.25
8	8.60	15	20.50
Toy	2.75	20	26.50
3	5.40		

White Mountain		Acme	
1	3.90	2 Qt., Tin or Gal., doz.	12.00
2	4.50	4 Qt., Tin or Gal., doz.	20.00

FROES — Special — Each, 12 in., $2.00; 14-in., $2.25; 16-in., $2.50. Common — Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil—
Stebbins: No. 1, 40c; No. 2, 45c; No. 3, 55c; No. 4, 60c; No. 5, 70c.
Lock Fast: ½-inch, 75c; ¾-inch, 85c; 1-inch, $1.00; 1¼-inch, $1.15; 1½-inch, $1.35; 2-inch, $1.85.
1½-inch, 50c; 2-inch, 50c.
Perfection—½-inch, 70c each; ¾-inch, 80c; 1-inch, $1.00; 1¼-inch, $1.10; 1½-inch, $1.35; 2-inch, $1.75.
Enterprise, Self Measuring—No. 61, Faucet, $9.75.

GAUGES—Marking:
Bit—No. 1, 35c; No. 49, $1.00.
Butt—Stanley—No. 92, $2.50; No. 93, $1.75; No. 94, $1.75. Goodell—No. 227, $2.00.
Chamber—No. 44, $2.50.
Chisel or Blind Nail Tool—No. 96, 35c.
Drill—Twist, No. 119, $3.75; Jobbers, No. 120, $5.75.
Hatchet—No. 8, 20c.
Marking and Mortise—No. 61, 20c; No. 62, 30c; No. 65, 35c; No. 71, 90c; No. 72, $1.10; No. 77, $1.50; No. 90, 70c; No. 98, $1.75.
Panel—No. 85, 50c.
Plane—Perfection, No. 88, $2.50; Stanley, No. 386, $2.75.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.85.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent; Double Strength, 80 per cent.

Extras for Putting in Glass—	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES —

Ground Level —		Proved Level —	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE —

	Standard ⅜	Standard ½ & ⅝	Standard ¾	Extra Heavy ½ & ⅝	Extra Heavy ¾
10	.85	.35	.85	.55	.75
12	.85	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	...
24	...	.80	1.00	...	...

GLOBES — Lantern — Cold Blast — Plain, 35c each; Bullseye, 45c; 2 Plain, 20c; 2 Bullseye, 45c; 2 Ruby, 45c.
Railroad—Clear, 25c each; Green or Red, 50c.
Tubular — Cadet, 20c; 0, Plain, 25c; 0, Ruby, 40c; 0, Bullseye, 35c; 0, Wizard, 20c; Dietz Jr., Plain, 20c; Dietz Jr., Bullseye, 30c; Beaconlight, $1.50.

GLUE—Dry—Common, 30c lb.; Cabt., 35c; White, 45c.

Imperial Liquid— Size —	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue— Sizes—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, Doz.	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.30	.30	.30	.50	.85	1.50

GOUGES—Bucks, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.00; ⅜-inch, $1.00; ½-inch, $1.00; ⅝-inch, $1.10; ¾-inch, $1.20; ⅞-inch, $1.25; 1-inch, $1.35; 1¼-inch, $1.50; 1½-inch, $1.75; 1¾-inch, $1.85; 2-inch, 2.00.
Witherby, Socket Firmer, Outside Bevel—No. 320—¼-inch, $1.15; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.35; ⅞-inch, $1.50; 1-inch, $1.60; 1¼-inch, $1.75; 1½-inch, $2.00; 1¾-inch, $2.25; 2-inch, $2.25.
Firmer, Standard Socket, P. S. & W.—

¼-inch, each	$1.35	1¼-inch, each	1.80
¾-inch, each	1.40	1½-inch, each	2.00
⅞-inch, each	1.50	1¾-inch, each	2.20
1-inch, each	1.60	2-inch, each	2.50

Inside Bevel, P. S. & W. No. 12 —

½-inch, each	$1.25	1¼-inch, each	1.80
¾-inch, each	1.35	1½-inch, each	2.00
⅞-inch, each	1.40	1¾-inch, each	2.20
1-inch, each	1.50	2-inch, each	2.50

GALVANIZED WARE

Boilers, Wash

227	2.25
228	2.35
229	2.50

Bowls, Wash

7	.25
7½	.30

Buckets, Fire

314	.60

Buckets, Well

101 10 qt.	.55

Cans, Garbage Smooth

200	1.00
300	1.15
400	1.35
500	1.85
600	2.25
700	2.50

Corrugated

2	1.00
3	1.15
4	1.35
5	1.85
6	2.25
7	2.50
8	4.75
9	6.50
10	8.00
80	6.25
90	7.50

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	1.85
501	.50
505	1.35
605	1.75

Cans, Oil

0	.50
02	.75
15	.50
25	1.75
105	1.25
205	1.65

Canteens, see page 154.

Dippers, Laundry

525 (4-qt.)	.55

Hods, Coal

615	.70
616	.75
617	.80
618	.90

Pails, Cement

14	1.50
114	2.00

Pails, Chamber

8-qt.	.75
10-qt.	.85
12-qt.	.90

Pails, Stock

14	.60
16	.65
18	.75
20	.80

Pails, Water

8	.30
10	.35
12	.40
14	.45
16	.50

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.60
2	.70
3	.85
4	1.35

Pots, Watering

514	.90
516	1.00
518	1.15
520	1.35
522	1.50
526	1.85

Tubs, Foot

51	.70
52	.75
53	.90

Tubs, Wash

A	.65
B	.70
0	.80
1	1.00
2	1.15
3	1.35
10 S	1.50
20 S	1.75
30 S	2.00

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RETAIL SELLING PRICES—Continued

GRAPHITE—Dixon's Flake, per can—1's, 85c; 5's, $3.75; 10's, $7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, $1.90; 25 lb. can, $4.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	7.50
40 to 200 lbs.	7.50
Over 200 lbs.	7.75
Fixtures and Axle—	
15 inch	1.15
17 inch	1.20
19 inch	2.25
Mounted—Auto—	
No. A120, Size 1	14.75
No. A130, Size 2	18.00
No. 140, Size 3	11.25
Bi-Treadle	18.50

Empire Power	36.00
Samson—	
No. S155, Size 2	11.25
No. S160, Size 2	9.75
Sterling, No. T100	14.25
Bushed—	
No. 1—100-110 lbs.	8.25
No. 2—70-80 lbs.	6.75
No. 3—40-50 lbs.	5.50
Family—	
8-inch	3.75
10-inch	4.50
12-inch	5.50

HACKSAW BLADES—

Lenox, Power— Lgth.	Wdth.	Lt.	Heavy.
8"	9-16	.90	...
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.35	....
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.30	....
17"	1	3.25	4.15

Hand Lennox, Starrett, Victor Star—

Length.	Each.	Doz.
8-inch	.10	.75
9-inch	.10	.80
10-inch	.10	.90
11-inch	.10	1.00
12-inch	.15	1.10

Hand, Starrett, Victor, Star—

8-inch	.10	.70
9-inch	.10	.75
10-inch	.15	.85
12-inch	.15	1.00

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.35; 1027, $3.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vaughan & Bushnell Mfg. Co.—Adze Eye Nail:

No.	1	1½	2	11	11½	12	12½	13	14
Price	$1.75	$1.65	$1.50	$1.75	$1.65	$1.50	$1.50	$1.50	$1.40

Ripping, V. & B.—No. 11, $1.75; No. 11½, $1.65.
V. & B. Uncle Sam Tradesman's—No. 999, $2.25.
Ball Pein, V. & B., Polished—

No.	7/0	5/0	4/0	3/0	2/0	0	1	2
Price	$1.00	$1.05	$1.05	$1.05	$1.10	$1.15	$1.25	$1.35
No.					3	4	6	8
Price					$1.45	$1.50	$1.65	$2.00

V. & B. Uncle Sam Supersteel—

No.	31	31½	41	41½	42	42½
Price	$2.25	$2.25	$2.25	$2.25	$2.25	$2.25

HAMMERS—
Claw—Stanley: Nos. 12, 12B, 22—5-oz., $1.65; 7-oz., $1.75; 10-oz., $1.80; 13-oz., $1.85; 16-oz., $2.00; 20-oz., $2.25.
Engineer's, Plumb's—No. 261, $1.35; No. 262, $1.50; No. 263, $1.65; No. 264, $2.00.
Machinist's Ball Pein, Plumb's—No. 18, 60 cents; No 370, $1.00; No. 371, $1.00; No. 372, $1.00; No. 373, $1.05; No. 374, $1.10; No. 375, $1.15; No. 376, $1.25; No. 377, $1.35; No. 379, $1.60; No. 381, $1.65.
Riveting, Plumb's and Stanley No. 147—No. 250, 4-oz., $1.00; No. 251, 7-oz., $1.00; No. 252, 9-oz., $1.10; No. 253, 12-oz., $1.15; No. 254, 15-oz., $1.20; No. 255, 18-oz., $1.45; No. 256, $1.55.
Prospector's Pick, Plumb's—No. 470, $2.75; No. 471, $4.85.
Brick, Plumb's—No. 461, $2.00; No. 462, $1.75; No. 3154, $1.15; No. 3155, $1.35.

Riveting— Plumb's, Stanley No. 147—	
250, 4 oz.	1.00
251, 7 oz.	1.00
252, 9 oz.	1.10
253, 12 oz.	1.15
254, 15 oz.	1.20
255, 18 oz.	1.45
256	1.55

Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—
Hammer—1st quality, each, 25c; 2nd quality, 20c; Octagon, 25c; Maydole, 20c. Machinists'—12 to 14-inch, each, 25c; 16-inch, 25c; 18-inch, 30c; 20-inch, 30c; 22-inch, 35c; 24-inch, 40c. Riveting—12-inch and 13-inch, each, 20c.
Hatchet—Box, 13¼-inch, each, 20c. Broad—16-inch, 20c; 17-inch, 25c; 18-inch, 25c. Claw, each, 20c; Derrick, 18-inch, each, 25c; Lath, 13-inch, each, 20c.
Hoe: Garden—Shank, 4½-foot, each, 35c; Socket, 4½-foot, 35c. Meadow—Socket, 5½-foot, each, 50c. Mortar—Shank, 6-foot, each, 90c; Socket, 6-foot, 90c. German, 4½-foot, each, 50c. Planters'—2x5, each, 70c; 2½x5, 75c; 2¼x5, 80c.
Maul—Post, each, 55c; Woodchoppers', 60c.
Mop—No. 5, each, 35c; 7, 20c; 8, 30c; 10, 45c; 75, 80c.
Pick: Drifting—1st quality, each, 85c; 2nd quality, 70c.
Surface—1st quality, each, $1.00; 2nd quality, 85c.
Rake—6-foot, each, 65c.
Sad Iron: Mrs. Potts—No. 10, 20c; No. 20, 30c. Enterprise—No. 10, 40c.
Saw, Cross Cut—No. 6, 60c; No. 9, $1.00; No. 11, 60c.
Saw, Hand—Panel and Rip: No. 2—35c. No. 7—22-inch, 50c; 26-inch, 55c; 28-inch, 65c. No. D8—24-inch, 85c; 26-inch, 90c; 28-inch, $1.00. No. 12—24-inch, $1.15; 26-inch, $1.25; 28-inch, $1.35. No. D28—26-inch, $1.00.
Saw, One Man—No. 14, 40c; No. 16, 45c.
Scoop, D. H.—XWSC, 75c; XCHB, 75c; XCH, 75c; XCDS, $1.15.
Shovel and Spade, D. H.—XWSH, XWSHR, XWS, 75c; D Tops—100, 35c; 104, 45c.
Shovel and Spade, L. H.—XSC 4½, 60c; AXSC 4½, 60c; XSC M4, 45c; SSXC 4, 55c; XSP 4½, 60c.

Sledge—	24"	26"	28"	30"	32"	34"	36"
1 Quality	.40	.50	.55	.60	.65	.70	.75
2 Quality	.35	.40	.40	.45	.50	.55	.60

HANGERS, BARN DOOR—

Flat Track— No., Brand.	Pair.
5, Myers	2.25
25 Myers Garage Set.	3.00
11, Lanes	2.15
11½, Lanes	2.65
13, Lanes	4.50
25, Lanes	1.50
30, Lanes	1.50
40, Lanes	1.75
93, Lanes	1.75
38-1, Richards	1.75
43, Richards	1.25
248, Richards	1.85
Round Track—	
50, World's Best	2.50
Twentieth Century	2.25
Reliable 1	1.85
Reliable 2	2.25
Reliable 3	5.95
Tubular Track—	
Cannon Ball—	
384, pair	2.25
440, pair	2.75

507, pair	2.75
715, pair	2.00
734, pair	2.25
736, pair	2.75
800, set	12.80
932, pair	2.75
Extras—Brackets—	
680, each	.20
682, each	.25
683, each	.25
696, each	.85
698, each	.85
803, each	.85
712, Curve	.25
716, Angle	.45
Trolley Track—	
120 Coburn's	3.75
122½ Coburn's	5.00
195A, Coburn's	4.50
195B, Coburn's	6.00
24-2, Richards	3.25
120, Richards	7.00
150, Richards	8.00
1D, Johns	6.00
11S, Richards	3.50
11D, Richards	7.00
12S, Richards	4.00
12D, Richards	8.00
15S, Frisco	3.00
15D, Frisco	6.00
140-1, Richards	4.00

HANGERS, HOUSE DOOR—

No., Brand.	Each.
101, Lanes	11.25
101½, Lanes	5.50
105, Lanes	8.75
105½, Lanes	4.35
5S, Prouty	4.35
5D, Prouty	8.75
1S, Johns	3.00

Trolley: Richards—
16 S—Opening 3 feet, per set, $5.75; 3½ feet, $6.00; 4 feet, $6.50; 4½ feet, $6.75; 9 feet, $7.25; 6 feet, $8.50.
16 D—Opening 9 feet, per set, $11.00; 5½ feet, $11.25; 6 feet, $11.50; 6½ feet, $11.75; 7 feet, $12.00; 8 feet, $12.50; 10 feet, $14.25.
19 S—Opening 3 feet, per set, $4.75; 3½ feet, $5.25; 4 feet, $5.75; 4½ feet, $6.00; 9 feet, $6.25; 6 feet, $7.50.
19 D—Opening 9 feet, per set, $9.50; 5½ feet, $9.75; 6 feet, $10.00; 6½ feet, $10.25; 7 feet, $10.50; 8 feet, $11.00; 10 feet, $12.50.
132 S—Opening 3 feet, per set, $6.25; 3½ feet, $6.75; 4 feet, $7.25; 4½ feet, $7.75; 9 feet, $8.25; 6 feet, $9.50.
132 D—Opening 9 feet, per set, $12.50; 5½ feet, $12.75; 6 feet, $13.00; 6½ feet, $13.25; 7 feet, $13.75; 8 feet, $15.00; 10 feet, $17.00.

135, 1	3.50	9, Midget	.60
135, 2	5.00	90T, Midget Track	.15

HANGERS—Track for sams—
BARN DOOR—
Cannon Ball, per ft., 35c.
Coburn—1, 35c; 2½, 50c; 11, sect., $5.25; 12½, sect., $8.00.
Richards—31, 45c; 38, $1.00; 50, 20c; 61, 13c; 63, 16c; 243-2, 25c.
Lane—3/16x1", 13c; 5/16x1", 25c; hinged, 20c.
Meyers—Stay-on, 15c.
World's Best—With brackets, 25c.
Prouty—5, 20c.
Twentieth Century—80, 22½c.
HOUSE DOOR—
Prouty—5, 20c.
Lane—3/16x1¼, 20c.
Richards—9, 12c; 132, 65c; 16, 19, 50c; 150, 20c; 221, 65c.

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 36, 6-in., each, 20c; 8-in., 25c
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.
S. C. 912—3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.
1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.
Lock—20, Prouty, 75c each, 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 20c each; 4½-in., 25c; 6-in., 35c; SC915, 3-in., 30c each; 4½-in., 40c; 6-in., 60c; 941J, 60c.

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RETAIL SELLING PRICES—Continued

HATCHETS—Box—San Diego Pat., Underhill, $3.25 each; Seattle Pat., Underhill, $3.50; 90, Hunt's, $2.50; 401, Sayre's, $2.25; 3010, Plumb's, $2.50; 3011, Plumb's, $2.50.
Broad—1, Hunt's, $1.85; 2, Hunt's, $2.25; 3, Hunt's, $2.50; 4, Hunt's, $2.75; 5, Hunt's, $3.00; 2, Kelly's, $1.75; 3, Kelly's, $2.00; 4, Kelly's, $2.25; 2991, Plumb's, $1.85; 2992, Plumb's, $2.25; 2993, Plumb's, $2.50; 2994, Plumb's, $2.75; 2995, Plumb's, $3.00.
Claw—1, Hunt's, $1.75; 2, Hunt's, $1.85; 3, Hunt's, $1.95; 1, Keen Ridge, $1.65; 2, Keen Ridge, $1.75; 1, Kelly's, $1.35; 2, Kelly's, $1.50; 93, All Steel, $1.00; 2971, Plumb's, $1.75; 2972, Plumb's, $1.85.
Derrick—Blood's, $2.25.
Flooring—1, Hunt's, $2.00; 2, Hunt's, $2.25; 2985, Plumb's, $2.75; 2986, Plumb's, $3.00.
Half—1, Hunt's, $1.65; 2, Hunt's, $1.75..
Lathing—Hunt's, No. 1, $1.65. Underhill's, No. 40, $2.50; Regular, $3.25; Chicago, $3.25; St. Louis, $3.75; St. Paul, $3.50; California, $3.50.
Shingling — Hunt's, 1, $1.65; Hunt's, 2, $1.75; Keen Ridge, 1, $1.50; Keen Ridge, 2, $1.50; Kelly's, 1, $1.15; Kelly's, 2, $1.25; Plumb's, 2951, $1.65; Plumb's, 2952, $1.75.

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 30c. Linen—No. 012, 60c; No. 015, 70c; No. 018, 80c; No. 020, $1.00.

HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1¼-inch, 10c; 1½-inch, 15c; 1¾-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1¼-inch, 10c; 1½-inch, 10c; 1¾-inch, 15c; 2-inch, 20c.

FLOOR—

Bommer—No. 2...set,	2.75
4, 302, 602.....set,	4.25
852 .....set,	5.00
304, 604 .....set,	6.25
854 .....set,	7.50
18 .....set,	2.10
19 .....set,	3.15
268, 868 .....set,	2.75
269, 869 .....set,	3.90
318, 618 .....set,	2.40
319, 619 .....set,	3.60
Chicago—No. 8892, set,	1.50
2292, 1892 ....set,	1.75
5592, 9992 ....set,	2.00
Corbin—D, 512	1.85
R, EA, 512.....	1.85
SHA, E, 512	2.00
Katz—R, EA, 2.....	1.85
KF, SHA, E, 2.....	2.15
R, EA, 3.....	4.75
KF, SHA, E, 3....	5.25
R, EA, 3½	5.75
KF, SHA, E, 3½...	6.00
Rixon—7 .....15.00	
8 .....16.50	
10 .....18.75	
15 .....22.50	
20 .....36.00	
25 .....45.00	
30 .....53.00	
40 .....85.00	
Standard—R, EA 450.	7.00
SHA, E, 450	8.50
R, EA, 452 .....12.00	

ORNAMENTAL SURFACE "BUTTERFLY"—

1420, D2 & F—	
1¾x1¾	.25
2½x2½	.30
3x3	.35
1420, H & N—	
1¾x1¾	.35
2½x2½	.40
3x3	.45
1431, 1474, 1475, 1478, 1479, 1480, 1481, 1482 and 14331—D2 & F....	.25
SF2 & H.....	.25
J1	.25
N	.25
REFRIGERATOR—Flat—	
T400, Cast Iron	.55
1404, Wrt. Brass.....	.75
1404N, Wrt. Brass...	.85
1405D2&F, Wrt. Steel	.50
1405N, Wrt. Steel....	.55
Offset—	
T402, Cast Iron.....	.60
1408, Wrt. Brass....	.65
1408N, Wrt. Brass...	.80
1409D2&F, Wrt. Steel.	.55
1409N, Wrt. Steel....	.60
SCREEN DOOR SPRING—	
900	.30
R 902, EA 903.....	.40
SR, SHA, 905 & E913	.50
2100	1.10
R 2102, EA 2103....	1.40
E 2104, SHA 2105....	1.75
D 2200	1.10
R 2202, EA 2203....	1.40
SHA 2205	1.75
SCREEN DOOR SETS—	
7	.35
1900	.40
R 1902, EA 1908....	.50
SHA 1905	.60

FLOOR—Chicago Spring—
Ajax, Dull Brass, No. 3281, $2.25. Relax, Dull Brass, No. 6281, 1½-in. to 1⅞-in., $5.15; 1⅞-in. to 2-in., $8.40; 1¾-in. to 2¾-in., $11.00.
Triplex, Double Acting—Japanned, 3-in., $2.40; 4-in., $3.45; 5-in., $4.10; 6-in., $5.25. Dull Brass, 3-in., $3.80; 4-in., $4.60; 5-in., $5.55; 6-in., $7.10; 7-in., $9.25.

SCREEN DOOR—Japanned, No. 3005, 85c; 505, 30c. Dull Brass, No. 3285, $1.20.
Screen Door Sets—No. 1505, Black, 45c.

SPRING—Bommer—Single Acting—Pair—

Size.	3"	4"	5"	6"	7"	8"	10"
Japanned	1.60	1.90	2.25	2.75	....	....	....
Ant. Cop., Dull Br.	2.00	2.60	3.00	3.80	....	....	....
Ant. Br., Sd., Nic..	2.85	3.40	4.00	....	....	....	....
Double Acting—							
Japanned	2.65	3.15	3.75	4.60	5.85	8.50	11.75
Ant. Cop., Dull Br.	3.50	4.25	5.00	6.35	8.25	11.75	16.00
Ant. Br., Sd., Nic..	4.75	5.65	6.85	8.25	10.60	14.50	....

New List Price of Chicago Triplex and Bommer Spring Hinges—

Single Acting—	3"	4"	5"	6"	7	8"	10"
Japanned	3.10	3.70	4.30	5.30	....	....	....
Ant. Cop., Dull Br.	4.10	5.00	5.90	7.40	....	....	....
Ant. Br., Sd., Nic..	5.50	6.60	7.90	....	....	....	....
Double Acting—							
Japanned	5.20	6.10	7.20	8.10	11.40	16.50	22.80
Ant. Cop., Dull Br.	6.90	8.30	9.80	12.40	16.00	22.80	31.40
Ant. Br., Sd., Nic..	9.20	11.00	13.20	16.00	20.50	28.40	....

Spring, Chicago —

No. 1⅛, Double Acting—	No. 3⅛, Blanks—
⅞ to 1 ..... 3.35	⅞ to 1 ..... 1.65
1 to 1 ..... 3.90	1⅛ to 1¼ 2.00
1⅛ to 1¼ 4.65	1⅜ to 1½ 2.35
1⅜ to 1½ 6.75	1¾ to 2 ..... 3.35
1¾ to 2 .....13.50	2¼ to 2½ 6.10
2¼ to 2½.....	

Wrought Brass, With Brass Screws —

	¾	1	1¼	1½	1¾	2	2¼	2½
Narrow....	.10	.10	.10	.15	.15	.20	.20	.25
Middle....	.10	.10	.15	.15	.20	.20	.25	.35
Broad.....	.10	.10	.15	.15	.30	.25	.30	.40
Desk.....	.10	.15	.20	.25	.40	.45	...	...

STRAP HINGES—

	3"	4"	5"	6"	8"	10"	12"
900, Light, Plain.....12½	.15	.20	.25	.35	.55	...	
900SC, with Screws.....15	.20	.25	.30	.40	...	...	
902, Heavy, Plain.....	.20	.35	.35	.50	.70	1.10	
902SC, with Screws.....	.25	.30	.40	.60	.85	1.35	
929, Hart's Patent.....	.30	.40	.50	.90	1.25	...	
935, Corgd., Plain.....	.20	.25	.35	.55	.80	1.15	

STRAP HINGES—Cont'd— 3"

	4"	5"	6"	8"	10"	12"
935SC, with Screws.....	.25	.30	.40	.60	.90	1.30
SC1300¼, Light Galv....25	.30	.40	.55	.70	...	...
SC1302¼, Heavy Galv.....	.35	.50	.80	1.25	1.85	2.60
SC1305¼, Corgd. Galv.....	.40	.55	.85	1.50	2.10	...

TEE HINGES—

	3"	4"	5"	6"	8"	10"	12"
904, Light, Plain.....12½	.15	.20	.25	.30	.45	.60	
SC904, with Screws.....15	.20	.25	.30	.35	...	...	
906, Heavy, Plain.....	.20	.35	.35	.40	.50	.70	
SC906, with Screws.....	.25	.30	.35	.45	.65	...	
908, Extra Heavy.....	.25	.30	.40	.65	.90	1.35	
937, Extra Corgd.....	.30	.35	.40	.70	.95	...	
SC937, with Screws.....	.35	.40	.45	.75	1.00	1.45	
SC1304¼, Heavy Galv....	.40	.55	.65	.85	1.40	...	
SC1306¼, Corgd. Galv....	.55	.85	1.15	1.85	2.50	...	

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50

HOLLOW WARE, CAST IRON: Dutch Ovens — No. 8, $3.90 each; 9, $4.35; 10, $5.25; 11, $6.35; 3, $2.00; 2, $2.50; 1, $3.00; 0, $4.25; 00, $5.85.
Gem Pans — No. 1, $1.15 each; 3, $1.00; 6, $1.15; 10, $1.35; 11, $1.15.
Griddles — No. 7, $1.05 each; 8, $1.15; 9, $1.35; 10, $1.75; 12, $1.95; 14, $2.50; 16, $3.00.
Long Griddles — No. 7, $1.85 each; 8, $2.40; 9, $3.00.
Kettles (Stove) — No. 7, round, $2.60 each; 8, $3.25, 9, $4.00; 7 (flat), $2.75; 8, $3.00; 9, $4.00.
Skillets or Spiders—No. 4, 90c each; 5, $1.00; 6, $1.05; 7, $1.15; 8, $1.20; 9, $1.50; 10, $1.80; 11, $2.25; 12, $2.65 each.
Scotch Bowls — No. 2, $1.85 each; 3, $2.15; 4, $2.50.
Waffle Irons — No. 7, $2.00 each; 8, $2.25; 9, $2.50; 7-D, $2.50; 8-D, $2.75; 11, $2.75; 12, $4.75.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 45c; 6, 50c; 7, 60c.
Griddles—No. 8, 90c each; 9, $1.10; 10, $1.25; 12, $1.50; 14, $1.75; 16, $2.00.
Skillets or Spiders—No. 7, 90c each; 8, $1.10; 9, $1.35; 10, $1.75; 12, $2.00; 07, 35c; 08, 40c; 09, 55c; 1010, 65c; 012, 75c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.45	...	.35	...
1	.40	...	.40	...
2	.35	...	.30	...
3	.30	...	.25	...
4 or 104.....	.25	...	.20	...
5 or 105.....	.20	...	.15	.25
6 or 106.....	.15	.60	.15	.60
7 or 107.....	.15	.50	.15	.45
8 or 108.....	.15	.30	.10	.40
9 or 109.....	.10	.30	.10	.35
10 or 110.....	.10	.25	.10	.30
11 or 111.....	.10	.20	.10	.25
12 or 112.....	.10	.15	.05	.20
13 or 113.....	.10	.10	.05	.15
14 or 114.....	.10	.10	.05	.10

Gate Hooks and Eyes —

Size.	1½	2	2½	3	3½	4	6
No. 40, steel..	.15	.20	.25	.30	.35	.40	.60
No. 1040, brass..	.50	.60	.75	.90	1.10	1.25	1.50

HOSE FIXTURES—Bands—Magic, ⅛, ¾ and 1, 2½c each; Caldwells, ½, 3c; ¾, 4c; Sherman, Brass, ½ and ¾, 10c; Galv., ½ and ¾, 5c.
Couplings—½, ⅝ and ¾-in., 20c each; 1-in., 35c; Perfect, ½-in., 35c; ¾-in., 35c; Sherman No. 10. ½ and ¾ in. 20c; Snap, 45c.
Menders—Wood, ⅛-in., 25c doz.; ¾-in., 25c; Sherman's ½ and ¾-in., 10c each; Coopers, ½ and ¾-in., 15c; P. C. Perfect, ½-in., 15c; ¾-in., 15c; 1-in., 25c.
Nozzles—Mystic, 65c each; Boston, 80c; Duo, 50c; Stanley, Jr., 70c.
Sprinkler Heads—2 Blake, 45c each; 80 and 81, Thompson, 65c; 85 and 86, Thompson, 80c; 115, Thompson, 75c.

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RETAIL SELLING PRICES—Continued

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 15½c; ¾-inch, 19½c; 4-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, black, ½-inch, 17c; ¾-inch, 21c; 5-ply, red, ½-inch, 20c; ¾-inch, 22c.
Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 21c; ¾-inch, 24c; 1-inch, 35c; Electric smooth, ½-inch, 20c; ¾-inch, 23c; 1-inch, 30c; Second Grade, ½-inch, 19c; ¾-inch, 22c; Third Grade, ½-inch, 16c; ¾-inch, 19c; Fourth Grade, ½-inch, 15c; ¾-inch, 18c.

IRONING BOARDS—(See Boards, Ironing).

IRON SHEETS—Galvanized—	Cut Sheets	Full Sheets
14 to 16	.11	.10
18 to 22	.12	.11
Black Sheets—		
10 to 16	.11	.09½
18 to 24	.11	.09½
30	.12	.10
Corrugated Sheets, Galvanized—		
26 Ga.		8.75
28 Ga.		8.00
Rockface Siding		8.75
Brickface Siding 28 Ga.		8.35

IRONS, PLANE—Stanley or Bailey: Single—1¼-inch, 75c; 1¾-inch, 75c; 2-inch, 80c; 2⅛-inch, 85c; 2⅜-inch, $1.00; 2⅝-inch, $1.05. Double—2-inch, $1.20; 2⅛-inch, $1.25; 2⅜-inch, $1.55; 2⅝-inch, $1.65.
Stanley Block: Nos. 9½, 15, 18, 19, 60½, 62, 65, 65½, 131, 203, 220—50c; No. 62, $1.00; No. 101, 25c; No. 102, 30c; Nos. 110, 130, 40c; No. 140, 65c.
Wood Bench: Single—2-inch, 40c; 2⅛-inch, 45c; 2¼-inch, 50c; 2⅜-inch, 55c; 2½-inch, 60c; 2⅝-inch, 65c. Double—2-inch, 80c; 2⅛-inch, 85c; 2¼-inch, 90c; 2⅜-inch, 95c; 2½-inch, $1.10; 2⅝-inch, $1.15.

IRONS—Sad—Common, 15c lb.
Mrs. Potts—No. 50, $2.50 per set.
70, $4.00; G. Pressing, 15c lb.; T. Tailor's Goose, 20c. lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No 60, $3.00 set.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Nitrogon Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.35	.40
60 watts	.40	.45
Type C Lamps—	Clear	Frosted
50 watts	.55	.60
75 watts	.70	.75
100 watts	.95	1.00
150 watts	1.30	1.40
200 watts	1.80	1.90

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.

LANTERNS, Gasoline—
Nulite—Gasoline: No. 2, $8.00; No. 10, $9.50.

LANTERNS—Dietz Tubular—

HOT BLAST
Little Star Tin Lanterns 1.50
Hi-Lo Tin Lanterns....1.10
Victor Tin Lanterns....1.85
Monarch Tin Lanterns..1.25
O. K. Tin Lanterns.....1.50
No. 2 Royal Tin Lants..1.75

COLD BLAST
Junior Tin Lanterns....1.50
Junior Brass Lanterns..2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 1.85
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.35
D-Lite Tin Lanterns....1.65
No. 2 Large Fount Wizard Lanterns 2.10

DASH AND WAGON
Buckeye Dash Lant'ns..2.00
Junior Wagon Lant'n...2.35
Roadster Wagon Lanterns 2.35

DRIVING
Eureka Driving, plain lens 2.50
Same with optical lens..2.65
Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL
Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.
King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass .....
Same, Nickel-plated on Brass 6.50

WALL
No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3.15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING
Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM
Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.80
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED
Police Flash Lanterns...2.00
Traffic Signal Lanterns.4.35
No. 12 Display Stand and Assortment 25.00

LATCHES: Barn Door—No. 10, each, 65c; 125, $2.25; 126, $2.10; 127, 50c; 128, 50c.
Door—No. 5, each, 45c; 6, 70c; 24, 45c; 80, 20c; 101, 20c; 102, 20c; 103, 25c; 130, 25c; 1240, 75c; 1263, 45c.
Gate: St. Louis, No. 19, each, 20c; Top Spring, No. 14, each, 35c; Cast, Box — No. 7, each, 30c; 8, 30c; 9, 30c; Upright, No. 3, each, 25c; Secret—No. 01413, each, 90c; R and EA1413, $1.10. Conrad's Safety, 30c.
Night, Rim:
Corbin — No. 358, each, 85c; 356, $3.00; 356, R, EA, $3.00; 0356, $1.15; 0356, R, EA, $1.25; 374, D, $8.50; R, $3.50; 1356, D, $3.75; R, EA, $3.75.
Miller — No. 64, each, 75c; 178C, $1.10; 378, $1.10; 3781B, $1.10; 4978, $1.75.
Sargent—No. 4250J, each, $1.75.
Yale — No. 20, each, $1.15; 26, 85c; 38, $2.25; 84, $3.25; 36, $2.25; 37, $3.00; 42, $4.25; 042, $3.25; 042P, $4.00; 44, $5.00.

LATCHES—Continued.
Refrigerator — No. 091, each, 80c; 091 N, 90c; 091 S, 85c; 091 SN, $1.00; 092, $1.10; 092 N, $1.15; 092 S, $1.10; 092 SN, $1.25; 564, 35c; 574, 40c; 640, 640 S, $1.35; 640 N, 640 SN, $1.50; 607 B, 607 BS, $1.00; 607 BN, 607 BSN, $1.10.

LEAD—Bar, 15c lb.; Calking (100 lbs.), 14c lb.; Pig (100 lbs.), 13c lb.; Sheet (full), 17c lb.; Wool, 35c lb.

LEVELS — No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28-inch, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LINES, CLOTHES—Cotton. Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 40c.
Wire, Twisted—50-foot, 20 gauge, 40c each; 75-foot, 20 gauge, 45c; 100-foot, 20 gauge, 55c; 50-foot, 18 gauge, 55c; 75-foot, 18 gauge, 65c; 100-foot, 18 gauge, 75c.
Wire, Solid—100-foot, 10 gauge, 65c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease	.12½	...	.35	.50	.70	1.10	2.30
Superior Cup	.20	.40	.55	.85	...	1.60	....
No. 2 Transmis'n.	...	...	...	1.10	...	1.95	....
No. 42 Transmis'n	...	...	...	1.15	...	2.10	....
Black Transmission	...	...	...	.90	...	1.55	....
Black Fibre Trans.	...	...	...	1.10	...	2.00	....
Plow Grease	.10	...	.30	.45	...	....	....

Galena Superior Oils—	½-gal. can	1-gal. can	5-gal. can	15-gal. gal.	30-gal. gal.	55-gal. gal.
Light Motor Oil..	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil.	.70	1.20	4.90	.96	.85	.81
Tractor No. 1....	...	1.30	5.15	1.02	.91	.87
Tractor No. 2....	...	1.30	5.30	1.03	.92	.89
600 Transmission.	...	.95	3.50	.69	.58	.54
600 Steam Cyl...	...	1.15	4.50	.89	.78	.74
Castor Machine..	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2	.55	.90	3.35	.66	.55	.51
Separator	.55	.90	3.30	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No.50, 65-inch, with end, $5.00.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $1.15; 16x27, $1.50; 18x30, $2.50; 20x33, $3.00; 22x36, $3.00.
Cocoa Fibre, Medium—16x27, $2.50; 18x30, $2.75; 20x33, $3.50.
Steel—15½x23½, $2.00 each; 17½x30, $2.50; 21½x36, $3.75.
Steel Matting in Rolls—Per square foot, 80c.

MATTOCKS— Each.
Short Cutter, Standard, 5½ lbs. 1.10
Long Cutter, Standard, 6 lbs. 1.10
Pick, Standard, 5 lbs. 1.00

MAULS—Post—10-lb., $1.25 each; 13-lb., $1.60; 16-lb., $2.00; 18-lb., $2.25; 20-lb., $2.50.
Ship or Top, 25c lb.
Wood Choppers—Adze or Round Eye, 20c lb.

MILLS—Cider—
Junior .....43.00 Senior 72.00
Medium .....52.00 Force Feed 82.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
O-Cedar, Handled—No. 4, small triangle, $1.00 each; No. 3, large triangle, $1.50; No. 10B, polish $1.50.
Self-Wringing—No. 10, $1.00 each.
Round—No. 1, $1.75; No. 2, $1.25.

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RETAIL SELLING PRICES—Continued

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 18, 35c each; No. 70, 85c; Janitor's, 55c each.

NAILS—Standard—All sizes, base, $4.65. 6d and larger, 7c lb.; 5d and smaller, 8c; 2d Fine Blue (Lath), 10c. 25 lb. lots, add to selling base $1.25 per keg. 50 lb. lots, 75c.

Cement Coated—All sizes, base, $3.90. 6d and larger, 10c lb.; 5d and smaller, 12c.

Felt Roofing—⅞ inch Plain, 15c lb.; ⅞ inch Galvanized, 18c.

Brads and Nails in Packages—All sizes, 40 per cent.

Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish.	O.C.Box
2d	1.45	1.65	1.70	2.00	1.65
3d	1.15	1.30	1.35	1.55	1.30
4d	.80	*1.05	1.10	1.25	*1.05
5d	.75	1.00	1.05	1.20	1.00
6d	.60	.70	.75	1.00	.70
7d	.55	.65	.70	.70	.65
8d	.30	.45	.50	.60	.45
9d	.30	.45	.50	.60	.45
10d	.20	.30	.35	.45	.30
12d	.15	.25	.30	.40	.45
16d	.10	.15	.20	.25	...
20 to 60d Base	.05	.10	.15		...

Barbed Nails advance 25c over Smooth Nails.

*Orange Box, $1.60.

2d Fine—Plain, $1.95; Extra, $1.95.

3d Fine—Plain, $1.35; Extra, $1.55.

Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE — Corrugated — Brass Plated — No. ⅛-lb., 10c each; ¼-lb., 15c.

Wrought Brass—2-oz., 15c each; 4-oz., 25c.

Hob—¼, 30c lb.; larger, 30c.

Hungarian—Round or Cone Head—⅛-lb., 5c each; ⅛-lb., 10c

NETTING, POULTRY—Hexagon, Galvanized after weaving—

2 inch, 20-gauge—

Width, inches—	12	18	24	30
List Roll	2.14	3.08	3.92	4.68
Sell Full Roll	1.95	2.80	3.55	4.25
Sell Cut (lineal foot)	.01⅛	.02¼	.03	.03¾
Width, inches—	36	48	60	72
List Roll	5.35	7.13	8.91	10.69
Sell Full Roll	4.75	6.40	8.00	9.65
Sell Cut (lineal foot)	.04	.05⅛	.06¾	.08

1½-inch, 20-gauge—

Width, inches—	12	18	24	30
List Roll	3.15	4.53	5.78	6.90
Sell Full Roll	2.85	4.10	5.25	6.25
Sell Cut (lineal foot)	.02¾	.03¾	.04⅛	.05⅛
Width, inches—	36	48	60	72
List Roll	7.88	10.50	13.13	15.75
Sell Full Roll	7.10	9.45	11.75	14.10
Sell Cut (lineal foot)	.06	.07¾	.10⅛	.12

1-inch, 20-gauge—

Width, inches—	12	18	24	30
List Roll	4.95	7.12	9.08	10.88
Sell Full Roll	4.45	6.40	8.20	9.85
Sell Cut (lineal foot)	.04	.05⅛	.07¼	.08
Width, inches—	36	48	60	72
List Roll	12.38	16.50	20.63	24.75
Sell Full Roll	11.15	15.00	18.60	22.25
Sell Cut (lineal foot)	.09⅛	.12⅛	.15⅛	.18⅛

¾-inch, 20-gauge—

Width, inches—	12	18	24	30
List Roll	8.55	12.30	15.68	18.71
Sell Full Roll	7.75	11.10	14.10	16.85
Sell Cut (lineal foot)	.07¼	.09⅛	.12⅛	.14⅛
Width, inches—	36	48	60	72
List Roll	21.38	28.50	35.63	42.75
Sell Full Roll	19.25	25.65	32.00	38.50
Sell Cut (lineal foot)	.15⅛	.22⅛	.27	.32

NIPPERS, CUTTING—

Bernard's—

5-inch	2.25
6-inch	2.65
7-inch	3.25

Nettleton's—

6-inch	2.00
8-inch	2.40
10-inch	2.90
12-inch	3.10
14-inch	3.75

Utica—

5-inch	1.00
6-inch	1.15
7-inch	1.35
4-inch	1.15
4½-inch	1.25
5-inch	1.35

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.

Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.

Wing, Tapped, U. S. S.—8-16, 20c doz.; ¼, 25c; 5-16, 30c; ⅜, 40c; 7-16, 50c; ½, 75c; ⅝, $1.25.

OAKUM—Plumbers', 20c; Navy, 30c; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.

Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.

Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.

Many-use—3-oz. can, 25c.

OVENS PORTABLE—

No.	Each.
Androck, complete	1.10
Kerogas—	
357	6.00
657	7.25
Pinney & Boyle—	
1	3.25
2	3.75
11	2.75
18	3.50
111	3.50
118	3.75
120	6.25
218	3.50
220	7.00
318	4.25

OVENS: New Perfection—No. 121-GE, one burner, glass swing door, blue enameled door frame, $6.00; No. 122-GE, two burners, $7.50.

Puritan — Two burners, glass drop door, polished steel, asbestos lining, knockdown style, $5.75.

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 40c.

Italian Hemp—A, 1-inch, 50c.

Square Flax, braided, 50c.

Piston Spiral — Steam, high pressure, $1.50; steam or water, low pressure, $1.

Asbestos Cement—7½c lb.

Wicking, Asbestos—4-oz. ball, 30c.

Cotton Candle—2-oz. ball, 10c.

PADLOCKS — Corbin—No. 958, 35c each; 2802¼, 30c; 2822¼, 40c; 2869, 75c; 2879, $2.00; 2880, $2.25; 2881, $2.50; 2883, $3.75.

Miller—No. 1, $1.35 each; 16, 20c; 16B, 35c; 16G, 25c; 18, 25c; 19, 30c; 19G, 30c; 21, 35c; 21G, 35c; 34, $1.75; 35B, 20c; 37, 20c; 41, 60c; 76, 80c; 88, 35c; 99, $1.35; 100B, 20c; 121, 40c; 125, $1.15; 180, 35c; 190, 40c; 210, 55c; 214, 55c; 221, 75c; 232, 65c; 700B, 40c; 1398, 65c; 5438, $1.15; 5438XC, $1.25; 5441, 90c; 5441XC, $1.00 each.

Yale—No. 223, 85c each; 225, $1.00; 453J, 30c; 453X, 30c; 563, $1.65; 565, $1.85; 585, $1.50; 635, $1.50; 645J, 65c; 803, $2.25; 805, $2.25; 805½, $2.50; 813, $2.10; 815, $2.10; 823, $2.25; 833, $2.75; 843, $3.00; 853, $3.25; 854, $2.75.

Slaymaker—No. 160, $1.75 each; 178, 45c; 179, 5c; 189, 75c; 1092, 90c; 1093, $1.10; 1098, $1.10; 1902, 55c; 1903, 60c; 1904, 75c; 3901, 75c; 3902, 60c; 3903 45c; 4026 20c; 4078, 75c; 6180, 25c; 9902, 70c; 9902 N. C., 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—	
1 gallon	1.45
5 gallons	1.15
Alum—Pwd., less than 100 lbs., lb.	.17
Benzine—	
New cans, casd., gal.	.60
Old cans, uncsd, gal.	.40
Coal Tar—	
5-gal. Gal.	.40
1-gal. Gal.	.55
Less 25 lbs.	.09½
Creosote—	
Gal.	.85
Distillate—	
Light, gal.	.40
Glue—	
No. 2 Gelatine	.50
Chicago White	.50
Kalsomine, White—	
Bbls., 280 lbs.	.08
Kegs, 100 lbs.	.08½
4 25-lb. pkgs., bulk	.09
25 lbs., bulk	.09
100 lbs., 5-lb. pkgs.	.09
Less 100 lbs., pkgs.	.09½
Lamp Black—Bear Brand—	
1-S, lb. pkg.	.45
½-S	.30
¼-S	.20
Linseed Oil, Boiled—	
5's Gal.	1.32
1's Gal.	1.62
½'s ½-Gal.	.90
¼'s Qt.	50
⅛'s Pt.	.30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.85
Paint, Dry Colors—	
Umber	.12
Chrome Green, Med.	
Graphite	.07
Metallic	.08
Sienna	.11
Venetian Red	.08
Yellow Ochre	.07
Painters' Petroleum—	
1-gal. Gal.	.60
Paints, Ready Mixed—1st grade, white—	
Gals. Gal.	4.40
½-gals. ½ Gal.	2.30
Quarts Qt.	1.25
Pints Pt.	.70
½-pints ½ Pt.	.40
1st Grade, Colors—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Pints Pt.	.65
½-pints ½ Pt.	.35
2d Grade, White or Colors—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Inside Floor—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Porch—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Plaster Paris—	
Less sack, lb.	.10
Putty, Bladder—	
Less than 100 lbs.	07½
Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. cans	.12½
3-lb. Cans	.09½
5-lb. cans	.09
10-lb. cans	.08½
25-lb. cans	.08
85 lb. cans	.06½
Rosin—	
Lb.	.14
Barrels, 280 lbs.	.08¼
Kegs, 100 lbs.	.09¼
100-lb. bulk	.09¼
25-lb. bulk	.09¾
Less 25 lbs.	.10¼
100 lbs., 5-lb. pkgs.	.10
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs., 5-lb. pkgs.	.10

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RETAIL SELLING PRICES—Continued

Turpentine— Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

5's	Gal., 1.75
1's	Gal., 2.00
½'s	Gal., 1.10
¼'s	Qt., .60
⅛'s	Pt., .35

PAPER — BUILDING — PIONEER —

Roofing—	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Plymouth, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	....	2.50	....
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	....	3.75	....

Sheathing, Gray — Per roll, 20-lb., $1.00; 25-lb., $1.25; 30-lb., $1.50.

Shingles, Slate, Red or Green—Individual (424 per square), $10.00 square. Strip or Slab (104 per square), $9.00.

Tin Caps—1¼-inch, 20c per lb.

Felt—Asphalt Saturated, $2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, $1.75 per roll; Saturated and Coated $2 75

BUILDING PAPER — PARAFFINE CO.'S —

Roofing —

Malthoid and Ruberoid—Extra Quality: Light, $3.25; medium, $3.75; heavy, $4.25.

Junior Malthoid and Imp. — Standard Smooth: Light, $2.50; medium, $3.00; heavy, $3.50.

Cronolite and Risisto — Standard Sanded: Light, $2.25; medium, $2.75; heavy, $3.50.

Pabco and Alberoid — Asbestos Top: Medium, $4.75; heavy, $5.25.

Malthoid and Ruberoid Mineral Surface — Extra heavy, $5.00 per square.

Pabco and SPC Mineral Surfaced—Standard, $3.75 per sq.

Pabco and SPC Asbestos Felt—(14 lbs.), $5.50 per roll.

Pabco and SPC Asbestos—2-ply, $5.00 per sq.

Pabco and SPC Asbestos—3-ply, $7.25 per sq.

Shingles —

Pabco and SPC Shingles—Red or green, $10.00 per sq.

Pabco and SPC Tylo—Red, $10.00 per sq.

Malthoid and Ruberoid—Red or green, $11.50 per sq.

Malthoid and Ruberoid Tylo—Red, $11.50 per sq.

Sheathing-Grey—20 lbs., $1.20 per roll; 30 lbs., $1.80 per roll; 40 lbs., $2.40 per roll.

Felts —

Asphalt Roofing Felt, $3.00 per roll; Deadening Felt, 6½c per lb. Walfelt, 7c per lb.; Urban Sheathing Felt, $1.75 per roll; Pabco Coated Roofing Felt, $2.75 per roll.

Glazed Building Paper —

P. & B. — 16 lbs., $3.40 per roll; Ruberoid, 25 lbs., $5.00 per roll; 37 lbs., $7.40 per roll; 50 lbs., $9.35 per roll.

Malthine—SPC, 18 lbs., $2.80 per roll; 26 lbs., $3.50 per roll; 38 lbs., $4.75 per roll.

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

	0	½	1	1½	2	3
Emery Paper	1.00	1.05	1.15	1.30	1.55	2.00
Emery Cloth	2.00	2.00	2.25	2.25	2.50	3.00

PERCOLATORS, COFFEE—Universal—

46	3.50	74	4.50
48	4.00	76	5.00
42	3.25	79	5.75
54	3.50	714	6.50
56	4.00	464	4.75
58	4.50	466	5.25
64	4.00	469	6.00
66	4.50	474	5.25
69	5.25	476	5.75
614	6.00	479	6.50

Percolator Tops, 10c each

PICKS—Railroad, 5-lb., 90c each; 6-lb., $1.00; 7-lb., $1.15; 8-lb., $1.25; 9-lb., $1.35.

Drifting—No. 1, 90c each; 2, 95c; 3, $1.00; 4. $1.15; 5, $1.25.

Poll—1, 3½ lbs., 95c; 2, 4 lbs., $1.00.

Prospecting—Std., 2471, $1.75; Maydole No. 1482, $2.25; No. 1483, $2 00.

Ice—B, 50c; C, 45c; D, 75c; Chisel, 0, 25c; 1, 35c; Chipper, 5, 50c; 93, 20c; 150, 25c; 630, 30c; 1554¾, 20c.

Drift Pick Eyes—No. 2, 3-lb., 75c; No. 3, 4-lb., 80c; No. 4, 5-lb., 85c.

PINS—Clothes—C—Common, 10c doz.; US—Spring, 15c; H—Hoyt's Spring, 20c.

PINCERS—Carpenters'—6-in., 60c; 8-in., 75c; 10-in., 90c.

PIPE—(See Plumbing Prices, Page 169)

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.

4-inch, Japan, 40c; 8-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 20c.

Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c; 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c. 8, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS, AUTOMATIC—Colt's—A 252 (CA25), $16.50 each; A323¾ (CA32), $19.50; A3803¾ (CA380), $19.50; 3841/2 (CA384½), $36.75; 455 (CA455), $34.00.

Remington—51, $19.50.

Savage—1907, 32 Cal., $19.00; 380 Cal., $19.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Stanley—No. 1, $2.95 each; 2, $3.85; 3, $4.10; 3C, $4.25; 4, $4.85; 4C, $4.60; 4½, $5.00; 4½C, $5.35; 5, $5.00; 5C, $5.25; 5½, $5.35; 5½C, $6.00; 6, $6.60; 6C, $6.90; 7, $7.50; 7C, $7.65; 8, $8.35; 8C, $9.25; 9, $9.15; 9½, $2.25; 9¾, $2.75; 10, $6:65; 10½, $5.40; 12, $5.00; 12½, $6.60; 15, $2.10; 15½, $2.85; 16, $2.50; 17, $2.85; 18, $2.85; 19, $2.85; 20, 8.25; 24, $3.10; 25, $2.85; 26, $3.20; 27½, $3.75; 28, $4.15; 29, $4.65; 31, $4.50; 32, $5.00; 35, $3.75; 36, $4.50; 37, $5.00; 40, $2.20; 40½, 3.00; 45, $14.00; 46, $9.80; 47, 7.65; 48, $5.25; 49, $5.25; 50, $7.00; 55, $25.50; 60, $2.60; 60½, $2.85; 61, $2.25; 62, $5.65; 65, $3.15; 65½, $2.60; 71, $3.95; 71½, $3.20; 72, $4.35; 74, $10.25; 75, 75c; 78, $3.25; 85, $4.60; 90, $3.95; 92, $4.00; 93, $4.85; 94, $5.65; 95, $3.00; 97, $3.95; 98, $2.00; 99, $2.00; 100, 60c; 101, 50c; 102, 95c; 103, $1.25; 110, $1.30; 112, $4.50; 113, $7.45; 120, $1.75; 130, $1.80; 131, $2.75; 140, $3.00; 146, $4.00; 147, $4.25; 148, $4.65; 171, $5.95; 190, $2.90; 191, $2.90; 192, $2.65; 203, $1.50; 212, $3.10; 220, $1.70; 278, $3.25; 289, $4.00. 444, $11.00; 602, $4.30; 603, $4.90; 604, $5.30; 604C, $5.55; 604½, $6.15; 605, $6.15; 605C, $6.45; 605½, $6.75; 606, $7.85; 606C, $8.25; 607, $9.90; 607C, $9.45; 608 $10.70; 608C, $11.20.

No. 39—¼, $2.90; ⅜, $3.20; ½, $3.40; ⅝, $3.55; ¾, $3.70; 13-16, $3.85; ⅞, $3.85; 1, $3.95.

Stanley Block Plane Irons—100 and 101, 15c; 102 and 103, 20c; 110 and 130, 30c; 120 and 220, 40c; 140, 50c; 9½ and 9¾, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c. 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.00. inch, 15c; 3½-inch, 20c. No. 861, 40c. No. 862, 65c. No. 871, $1.00.

PLATES, GAS, HOT—No. 501, $3.50 each; 502, $5.75; 503, $8.50; 702, $7.75; 703, $11.50; 722, $8.50; 723, $12.50; 1001, $2.50; 1002, $4 25.

PLIERS—Klein's No. 201—6-inch, $3.25 each; 7-inch, $3.50; 8-inch, $4.00; 9-inch, $4.75. Bernard's No. 102—4½ inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.00; 9-inch, $2.25; 12-inch, $2.75; 18-inch, $3.50; 24-inch, $4.00. No. 37, 12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.25. No. 37G, 12-inch, $3.75; 18-inch, $4.50. No. 34G, 4-inch, $1.65; 6-inch, $2.00; 8-inch, $2.75; 10-inch, $3.25.

Wood, Stanley or Disston—No. 00, $1.50; 0, $1.65; 2, $2.25; 3, $2.75; 8, $3.50. No. 13, 26-inch, $3.25; 28-inch, $3.35; 30-inch, $3.35. No. 15, 26-inch, $3.85; 28-inch, $4.00; 30-inch, $4.00. 30, $3.35; 35, $3.00; 45½, $4.75. No. 93, 26-inch, $4.65; 28-inch, $4.85; 30-inch, $5.00. 95, $7.75; 96, $9.25; 102, 75c; 104, $1.00.

Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 861, 40c. No. 862, 65c. No. 871, $1.00.

POKERS, STOVE—No. 100, Straight, 20-inch, 20c; 105, Bent, 20-inch, 20c

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt., 40c each; 1 pint, 50c; 1 quart, 80c; ½ gallon, $1.25; 1 gallon, $2.25; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c: 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack 25c; 1 Rising Sun, 10c.

PULLERS—Nail—Rex, $1.35 each; Rex, Jr., $1.15; Red Devil, $2.50; Morrill's, $3.00; Little Giant, $2.00.

PULLEYS—Brass Screw, No. 35, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 27, ⅝-inch, 35c

Clothes Line—No. 30, 3½-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2½-inch, 30c; No. 67, 25c; No. 160, 2-inch, 25c; No. 6500, 5½-inch, 55c; No. 6500G, 5½-inch, 65c.

Hay Fork—No. 566, for rope, 75c; No. 1651, for wire rope, $1.85.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

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RETAIL SELLING PRICES—Continued

PUMPS—P. S.—1, $3.60; 2, $4.00; 3, $5.00; 4, $6.00.

PUTTY—Per lb., 15c.

RAIL, DOOR HANGER—See Hangers

RAKES, GARDEN — Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—	8"	10"	12"	14"	16"
Flat Wood	.50	.70	.95	1.25	1.65
Half Round Wood	.55	.75	1.00	1.35	1.75
Half Round Cabinet	.70	.95	1.25	1.60	2.00
Horse Hellers, Plain	...	...	.45	.65	.85
Horse Hellers, Tanged	...	...	...	.80	1.10

RAZORS (SAFETY)—Eveready—

No.		No.	
700, each	1.00	706 B, 6 Blades, Pkg.	.40
2, each	3.00	706 B, 12 Blades, Pkg.	.65
Gem			
800, each	1.00	800 B, 7 Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, 5 Blades, Pkg.	.35
Durham Domino			
1, each	1.00	3 Blades, Pkg.	.30
2, each	2.00	5 Blades, Pkg.	.50
Gillette			
Old Type—		Blades—	
Brownie	1.00	6 Blades, ½ pkg.	.50
Pioneer	2.50	12 Blades, Pkg.	1.00
Pocket	3.00		
New Type —		Each	5.00
New Standard, Bostonian, Richwood, Big Fellow—		Gold Plated	6.00
		Traveler	7.50
AutoStrop			
1, 7, 8, set	5.00	254S, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1 Wood, $2.75.

REVOLVERS—

Colts, Model	Each
Pocket Positive	23.00
Police Positive Spec.	25.00
Police Positive Tgt.	27.00
Army Special	26.00
New Service	31.00
Single Action	29.00
Iver Johnson—	
Model 1900; .22, .32, or 38 —	
2½-inch	5.00
4½-inch	5.50

	Hammer	Hammerless
3	$10.00	$11.00
4	10.50	11.50
5	11.00	12.00
6	11.50	12.50

Smith & Wesson —

1905 Military and Police	31.00
Regulation Police	29.00
1903 Hand Ejector	27.50
38 S. & W. Perfected	27.50
1908 Military	35.00
1911 Target—6-inch	31.50
10-inch	28.00
New Departure—	
.32 caliber	25.50
.38 caliber	27.50
1917 Army, 45 caliber	35.00

RIFLES—No. and Model—

Benjamin Air—	
E	5.25
Daisy Air—	**Each**
25	5.25
40	5.25
3	3.25
30	2.75
11	2.25
12	1.75
King Air—	
4	2.50
5	2.75
5B	3.50
10	.90
21	1.50
22	1.75
Marlin—	**Each**
20, Round barrel	19.50
27, Round barrel	31.00
Octagon barrel	32.75
38, Octagon barrel	21.50
39, Octagon barrel	26.50
93, Round barrel	32.50
Octagon barrel	34.00
Carbine	32.50
Remington—	
4 TD—Octagon Brl.	11.65
6 TD—Round Brl.	7.85
8 A TD—Round Brl.	62.00
12 TD—Round Brl.	22.00
TD—Octagon Brl.	25.55
14 A TD—Standard	49.50
TD—Carbine	46.45
16 A TD—Standard	42.00
Savage—	
1899 250-3000	51.00
1899 TD, Feath'wt.	46.00
1899 SF	39.00
1904 TD, Single shot.	8.50
1914 TD, Hammerless.	21.00
Stevens—	
Little Scout	5.40
Crack Shot	6.85
Marksman	8.65
Favorite	9.85
70 TD. 22	15.00
Winchester—	
86 TD .33, Rd. Brl.	61.50
90 TD, .22, Oct. Brl.	24.75
Cal. 25-20, 32, 38, 44—	
92 SF, Rd. Bbl.	31.75
92 SF, Oct. Bbl.	33.75
92 SF Carbine, Rd.	28.75
92 TD, Rd. Bbl.	44.25
92 TD, Oct. Bbl.	46.25
Cal. 32-40, 38-55—	
94 SF, Rd. Bbl.	35.50
94 SF, Oct. Bbl.	38.50
94 SF, Carbine, Rd.	33.00
94 TD, Rd. Bbl.	49.25
94 TD, Oct. Bbl.	52.25
Cal. 25-35 Win., 30 Win., 32 Win. Special—	
94 SF, Rd. Bbl.	37.50
94 SF, Carbine, Rd.	34.75
94 TD, Rd. Bbl.	51.25
94 TD, Oct. Bbl.	54.25
30 Army, .303 British, 30 Govt. '06, 35, 405—	
95 SF, Rd. Bbl.	49.25
95 SF, Carbine, Rd.	49.25
95 SF, Musket, Rd.	58.00
95 TD, Rd. Bbl.	62.25
02 SS, .22, Rd. Bbl.	7.50
03 .22, Rd. Bbl.	41.00
04 SS, .22, Rd. Bbl.	9.00
05, 35, Rd. Bbl.	47.50
06 .22, Rd. Bbl.	21.50
06 Expert, .22, Rd.	24.75
07, 351, Rd. Bbl.	57.50
10, 401, Rd. Bbl.	57.50
52, Bolt Act., .22, Rd.	57.50
87, SS, Mskt., .22, Rd.	49.25
97 SF	42.75
97 TD	46.00
11 TD	61.50
12 Hammerless, TD	54.25
12 Tournament	82.25
12 Trap	101.00
12 Pigeon	197.00
12 Hammerless TD, Tourn. with Ventilated Rib	154.25
Trap	164.00
Pigeon Eng.	260.00

Add $10.75 to Tournament grade shotgun for extension action slide handle, model 12, and $17.25 to Trap or Pigeon grade for extension action slide handle, model 12.

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box.; 100's, 10c box.

Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.		½ Lbs.	Lbs.
7—St'r Lgths.	.30	.55	7—Asst.	....	.30	.55
8 "	.30	.55	8	"	.30	.55
9 "	.30	.55	9	"	.30	.55
10 "	.30	.55	10	"	.30	.55
12 "	.30	.55	12	"	.30	.55

Copper Iron, with Burrs—08 Asst., 15c, ½-lb. box; 010, 20c.

RIVETS—Tinner's—

Tinned (in bulk), 25c.

Tinned (in papers)—8-oz., 25c; 12-oz., 30c; 14-oz., 35c; 1-lb., 40c; 1½-lb., 45c; 2-lb., 60c; 2½-lb., 70c; 3½-lb., $1.00; 4-lb., $1.10; 5-lb., $1.20; 6-lb., $1.40; 7-lb., $1.65; 8-lb., $1.90; 10-lb., $2.65; 12-lb., 3.25; 14-lb., $3.75.

Tubular Harness—50S, per box, 15c; 100S, 25c.

ROOFING—(See Paper).

ROPE—Cotton—	3/16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	66	45	20	12	8	6	4½	3
Cents per ft.	1	1¾	3½	5½	9	11	20	30
Manila—	3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	80	55	27	13½	7½	6.1	4.5	3.8
Cents per ft.	½	¾	1¼	2¼	.4	.5	.6	.8
Sisal—								
Ft per lb	70	40	24	14	8	6.8	4 9	3.6
Cents per ft.	½	¾	1¼	2	3½	4	5½	7½
Galv. Wire—	3/16	¼	⅜	½	⅝	¾	⅞	1
Cents per ft.	1¾	2½	4¾	7¼	...	...	...	...
Thimbles	..	05	05	10	15	15	15	20
Clips, Galv.	..	15	10	15	20	25	35	45
Clips, Jap'd	..	15	10	10	15	25	30	35

ROPE—(Portland Cordage Co. list)—Basis Prices—Per lb., ¾-in. diameter or larger—Manila, Cloverleaf, 17c; Manila, Seaport, 15½c; Life Line Lariat, 3 or 4 strand, 33c; Bronco Lariat, Red Thread, 3 or 4 strand, 29c; Black Hawk Lariat, 4 strand, 7/16-in., 19c; White Sisal Lariat, Red Thread, 3 or 4 strand, 18c; White Sisal, 14c; Sisal, 13c.

Differentials—3-16-in dia. (6 thread fine), 2½c; ¼-in. 5-16-in. (6 and 9 thread), 2c; ⅜-in. (12 thread), 1½c; 7-16, ½, 9-16-in. (1¼, 1½, 1¾ cir.), 1c; ⅝-in. (2-in. cir.), ½c.

RULES, Boxwood: Lufkin Stanley — 171 (36), each, 55c; 372 (36½), 80c; 386 (32), 85c; 388 (32½), $1.25; 405 (69), 20c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 761 (63), 45c; 762B (7), $1.00; 771 (84), 70c; 780 (62½), 85c; 781 (62), 75c; 781C (62C), $1.65; 808 (51), $1.10; 861A (53½), 85c; 862C (83½), $1.35; 871 (52), 75c; 882 (76), $1.15; 881 (54), $1.00; 3851 (66½), 65c; 3861 (66¼), 75c; 3881 (66¾), $1.65; 4883 (94), $3.00.

Zigzag, Aluminum — No. 423, 3-inch, each, $1.15; 424, 4-inch, $1.50; 425, 5-inch, $1.75; 426, 6-inch, $2.25.

Riveted Joint: Yellow — No. 803F, 3-inch, each, 25c; 804F, 4-inch, 30c; 805F, 5-inch, 40c; 806, 6-inch, 45c. White—853F, 3-inch, each, 30c; 854F, 4-inch, 35c; 855F, 5-inch, 45c; 856F, 6-inch, 55c.

Concealed Joint — No. 04, 4-inch, each 45c; 05, 5-inch, 60c; 06, 6-inch, 70c; 08, 8-inch, 90c; 104, 4-inch, 50c; 105, 5-inch, 65c; 106, 6-inch, 75c; 108, 8-inch, $1.00; 703, 3-inch, 25c; 704, 4-inch, 30c; 705, 5-inch, 40c; 706, 6-inch, 45c; 708, 8-inch, 65c; 703, 3-inch, 30c; 704, 4-inch, 35c; 705, 5-inch, 45c; 706, 6-inch, 55c.

With Hook—No. H8516, 6-inch, each, 55c; H8526, 6-inch, 60c.

Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 1131, 1141, Zig-zag, 65c; 1132, 1142, Zig-zag $1.25; 1143, Zig-zag, $1.85.

SAWS — Cross Cut —

	S 520	A51 and 52 S503 and 518	V251 and 252	V360	V361
5	$ 7.65	....	....	$ 6.70	$5.85
5½	8.55	....	....	7.40	6.30
6	9.60	$12.80	$ 8.60	8.10	6.85
6½	10.85	14.40	9.80	8.80	7.40
7	12.12	16.00	10.85	9 45	8.20
7½	....	17.60	11.95	10.10	8.55
8	....	19.35	13.10	10.85	9.15
8½	....	21.30			
9	....	23.30			
10	....	27.35			

One-Man Cross Cut —	A1000	A749	S225
3	$5.55	$4.70	$3.95
3½	3.65	5.30	4.45
4	4.15	6.00	5.05
4½	4.60	6.60	5.55
5	5.25	7.40	6.15
5½	5.70	...	6.65

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RETAIL SELLING PRICES—Continued

SAWS—Hand—

61, 62, 361, 362, Simonds Blue Ribbon, or 12 Disston or 69 Atkins	
18 inch	2.95
20 inch	3.20
22 inch	3.50
24 inch	3.80
26 inch	4.10
28 inch	4.45
71, 72, 371, 372, Simonds Blue Ribbon; D8 Disston or 51 Atkins	
18 inch	2.85
20 inch	2.60
22 inch	2.80
24 inch	3.00
26 inch	3.15
28 inch	3.60
10½ Simonds	
18-inch	2.20
20-inch	2.35
22-inch	2.60
24-inch	2.75
26-inch	2.90
28-inch	3.40
No. 10 Simonds or 7 Disston	
18 inch	2.10
20 inch	2.25
22 inch	2.50
24 inch	2.60
26 inch	2.75
28 inch	3.25
No. 120 Disston	
26 inch	6.20
28 inch	6.60
No. 112 Disston	
26 inch	5.25
28 inch	5.60
No. D 100 or No. D 20 Disston	
26 inch	4.35
28 inch	4.85

SAWS—

	10-in.	12-in.	14-in.	16-in.
Back, No. 4 (Sd. No. 96)	2.50	2.75	3.25	3.50
Compass, No. 2 (Sd. No. 87)	.75	.75	.80	.85
Compass, No. 30	.45	.45	.45	.45
Kitchen, No. 0	...	.70	.75	.80
Butcher—	18-in.	20-in.	22-in.	24-in. 26-in.
No. 5 (Sd. No. 250)	3.50	3.50	3.75	3.75 4.00
No. 7 (Sd. No. 255)	2.50	2.75	2.75	3.00 ....
No. 70	1.75	1.85	2.00	2.10 ....
Panel—				
No. 7 (Sd. No. 10)	.200	2.25	2.50	2.75 ....
No. 8 (Sd. No. 72)	....	2.50	2.75	3.00 ....
No. 12	3.00	3.25	3.50	3.75 ....
No. 091	.95	1.00	1.10	1.25 ....
Plymouth	2.25	2.35	2.50	....

BUCK—No. 40, $2.00; No. 302, $1.35; No. 617, $1.35; No. 618, $1.35; No. 623, $1.50; No. 677, $2.10.
Blades—No. 4, 4B, 66, 75c; No. 77, $1.25. **Rods**, 20c.
Coping—No. 100, 30c; No. 110, 45c.
Keyhole—No. 5, 45c; No. 95, 75c.
Pruning—Disston No. 4, 16-in., $1.75; 18-in., $1.85: No. 50, 12-in., $1.10; 14-in., $1.15; No. 111, $2.00.

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P	1.50
Spec. Morrill	2.00
105 Morrill	.60
1 Morrill	2.00
10	1.20
77	1.00

X CUT—

Morrill No. 3	1.30
Baker No. 3	2.35
Colonial	1.40
7 Taintor	2.00
28 Triumph	1.65
Hammer	.85
Lever	.25
Morin No. 2	3.25
Morin No. 2½	4.50
Morin No. 3	8.00
Setting Tool Disston—	
No. 100	.80
No. 4 Setting Blocks—	
No. 4 Blocks, Morin	1.25
Swages No. 0 Disst	4.75
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins, Excelsior	.85

SAW TOOLS—

Clipper Outfit	.75
Morrill's Raker Gauge—	
No. 1	1.50
No. 6	2.25
No. 9	2.50
Atkins Raker Swage	.45
5-M Tooth Gauge	.25
Jointers Pikes Perf	.75
Jointers No. 7 Sterns	.70

SCALES: Counter—508, each, $25.00; 510, $27.00.
Family—1021, each, $2.50; 11021, $2.75; 1621, $4.75; 6021, $2.50; 16021, $2.75. Extra Scoops, each, $1.25.
Peddlers'—243, each, $5.25; 243E, $5.75; 243G, $6.00; 262, $8.00; 272, $9.75; 343, $4.75; 343E, $5.00; 343G, $5.00; 0343, $5.25; 0344E, $5.75.
Platform—500-lb., each, $30.00; 1000-lb., $37.50.
Spring Balance—50, each, 25c; 51, 40c; 81, 55c; 84, $1.25; 86, $3.25; 87, $5.50; 2022, $7.75.
Scale Beams—200-lb., each, $4.00; 300-lb., $6.25; 400-lb., $7.50.
Extra Poises—1-lb., each, 75c; 2-lb., 85c; 3-lb., $1.10; 4-lb., $1.25.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.
Wiss—No. 4BH, $1.25 each; 54½, 85c; 155, 90c; 55½, 95c; 56, $1.00; 56½, $1.05; 57, $1.10; 154½, $1.00; 155, $1.05; 155½, $1.10; 156, $1.15; 156½, $1.25; 157, $1.30; 364, $1.10; 364½, $1.15; 365, $1.20; 366, $1.25; 463, 95c; 463½, $1.00; 464, $1.10; 573, $1.15; 573¾, $1.25; 574¼, $1.40; 668, $1.15; 668½, $1.25; 664, $1.40; 763, 95c; 763½, $1.00; 764, $1.05; 764½, $1.10; 765, $1.15; 765½, $1.20; 766, $1.25; 773, $1.05; 773½, $1.10; 774, $1.15; 814, $1.15; 814½, $1.20; 815, $1.25; 815½, $1.30; 816, $1.35.

SCOOPS—Common Hollow Back—Black—No. 2, $1.75 each; 3, $1.75; 4, $1.85; 5, $1.85; 6, $1.90; 7, $2.00; 8, $2.10; 9, $2.25; 10, $2.35.

SCREEN DOORS—(See Doors).

SCREENS, WINDOW—Adjustable Continental Wood Frame—No. 1533, 55c each; 1833, 60c; 2433, 75c; 2437, 85c; 2837, 95c; 3033, 95c; 3037, $1.05.
Sherwood Steel Frame—No. 1833, 75c each; 2433, 90c; 2437, 95c; 3037, $1.20.

SCREWS—
Machine—Brass—Flat or Round Head:
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Diameter	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.30	.30	.35	.40	...
3	.30	.30	.35	.40	...
4	.30	.30	.35	.40	.40
6	.30	.35	.40	.45	.60
8	.50	.55	.60	.65	.80
10	.65	.75	.85	1.00	1.25
12	.85	1.00	1.10	1.25	1.50
¼"(14)	1.60	1.75	2.00	2.10	2.40
5/16"(16)	...	2.75	3.00	3.25	3.75
⅜"(18)	...	3.25	3.50	3.75	4.50

	1¼-in.	1½-in.	1¾-in.	2-in.
2	...	...	...	...
3	...	...	...	...
4	.50	.65	...	...
6	.70	.90	1.15	1.30
8	.95	1.15	1.35	1.60
10	1.40	1.50	1.75	2.00
12	1.75	2.00	2.25	2.50
¼"(14)	2.75	3.00	3.25	3.75
5/16"(16)	4.25	4.75	5.25	5.75
⅜"(18)	5.25	6.25	6.75	7.25

Iron—Flat or Round Head:

Diameter	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.20	.25	.25	...
3	.20	.20	.25	.25	...
4	.20	.20	.25	.25	.30
6	.20	.25	.25	.30	.35
8	.25	.30	.30	.35	.40
10	.35	.40	.45	.45	.45
12	.45	.45	.50	.50	.50
¼"(14)	.60	.65	.65	.70	.75
5/16"(16)	...	1.00	1.00	1.10	1.20
⅜"(18)	...	1.20	1.25	1.30	1.35

	1¼-in.	1½-in.	1¾-in.	2-in.
2	...	...	...	...
3	...	...	...	...
4	.35	.40	...	...
6	.40	.45	.50	.65
8	.45	.50	.60	.75
10	.55	.65	.75	.85
12	.60	.70	.80	.90
¼"(14)	.90	1.00	1.25	1.50
5/16"(16)	1.40	1.60	1.75	2.00
⅜"(18)	1.50	1.75	2.00	2.25

SCREWS: U. S. S. Thread, Iron—

Length (inches)	¼-in.	5/16-in.	⅜-in.	7/16-in.	½-in.
¾	.25	.25	.35	.40	.55
⅞	.25	.25	.35	.45	.55
1	.25	.30	.40	.50	.60
1¼	.30	.35	.45	.55	.60
1½	.35	.40	.40	.55	.65
1¾	.40	.45	.50	.60	.70
2	.45	.45	.50	.65	.80
2¼	.45	.50	.55	.75	.85
2½	.50	.55	.60	.80	.90
3	.55	.60	.65	.85	1.00
3½	...	...	...	.95	1.05
4	...	...	...	1.00	1.10

	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.80	...	...	...
⅞	.85	...	...	...
1	.85	1.10	1.65	...
1¼	.90	1.10	1.65	2.10
1½	.95	1.20	1.75	2.10
1¾	1.00	1.40	1.90	2.10
2	1.05	1.45	2.00	2.35
2¼	1.10	1.55	2.25	2.50
2½	1.20	1.65	2.40	2.75
3	1.35	1.75	2.65	3.00
3½	1.55	2.30	2.85	3.50
4	1.65	2.50	3.00	4.00

S. A. E. Thread—Steel:

Length (inches)	¼-in.	5/16-in.	⅜-in.	7/16-in.
¾	.25	.30	.40	.55
⅞	.30	.35	.45	.55
1	.30	.40	.45	.60
1¼	.35	.45	.45	.60
1½	.40	.45	.50	.65
1¾	.40	.50	.50	.70
2	.45	.50	.55	.80
2¼	.50	.55	.60	.85
2½	.55	.60	.65	.90
2¾	.60	.65	.70	.95
3	.65	.70	.80	1.00
3½	.80	.85	.90	1.10
4	.85	.95	1.00	1.25

	½-in.	9/16-in.	⅝-in.	11/16-in.
¾	.60	...	...	...
⅞	.60	...	...	...

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RETAIL SELLING PRICES—Continued

SCREWS—Continued.

	½-in.	9/16-in.	⅝-in.	11/16-in.
1	.60	1.00	...	...
1¼	.65	1.00	...	...
1½	.75	1.05	1.20	1.45
1¾	.85	1.10	1.30	1.50
2	.90	1.20	1.45	1.60
1¼	.95	1.35	1.50	1.75
2½	1.00	1.45	1.60	1.90
2¾	1.05	1.50	1.75	2.00
3	1.10	1.60	1.90	2.10
3½	1.25	1.75	2.10	2.30
4	1.45	2.00	2.35	2.35

SQUARE HEAD SET—V. or U. S. S. Thread—

	¼-in.	5/16in.	⅜-in.	7/16-in.	½-in.
½	.15	.15	.20	.20	.30
¾	.15	.15	.20	.20	.30
⅞	.15	.20	.25	.25	.35
1	.15	.25	.30	.30	.35
1¼	.20	.25	.30	.35	.40
1½	.25	.30	.30	.40	.45
1¾	.30	.30	.35	.45	.50
2	.30	.35	.40	.50	.55
2¼	.35	.40	.50	.55	.60
2½	.40	.45	.55	.60	.80
3	.45	.50	.65	.65	.90
3½	...	...	...	.70	1.05
4	...	...	...	.80	1.15

	⅝-in.	¾-in.	⅞-in.	1-in.
½	...	...	...	...
¾	.50	...	...	...
⅞	.55	...	...	...
1	.60	.95	...	...
1¼	.70	1.00	1.50	...
1½	.85	1.10	1.60	2.15
1¾	.90	1.20	1.75	2.40
2	.95	1.30	1.90	2.50
2¼	1.00	1.40	2.00	2.85
2½	1.05	1.50	2.25	3.00
3	1.10	1.65	2.40	3.25
3½	1.20	1.80	2.50	3.50
4	1.40	2.00	2.75	3.75

WOOD—Steel. Flat or Round Head—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.30	.30
4	.25	.25	.25	.25	.30	.30	.30
5	...	.25	.30	.30	.30	.30	.30
6	...	.30	.30	.30	.30	.35	.35
7	...	.30	.30	.30	.35	.35	.35
8	...	.30	.35	.35	.35	.35	.40
9	...	.35	.35	.35	.35	.40	.40
10	...	...	.40	.40	.40	.40	.40
11	...	...	.40	.40	.40	.45	.45
12	...	...	.45	.45	.45	.45	.50
13	...	...	...	.45	.50	.50	.55
14	...	...	...	.45	.55	.55	.60
15	...	...	...	...	.60	.60	.70
16	...	...	...	...	.65	.70	.90
17	...	...	...	...	...	...	.95
18	...	...	...	...	...	...	1.00
20	...	...	...	...	...	...	1.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.30	.35	...	...	...	...	...
4	.35	.40	...	...	...	...	...
5	.35	.40	.45	.50	.55	.70	...
6	.40	.40	.50	.55	.60	.70	1.05
7	.40	.45	.50	.55	.60	.75	1.05
8	.40	.45	.55	.60	.65	.80	1.10
9	.45	.50	.55	.60	.65	.80	1.15
10	.50	.50	.60	.65	.70	.85	1.15
11	.50	.55	.60	.65	.75	.90	1.15
12	.55	.60	.65	.70	.80	.95	1.15
13	.60	.65	.70	.80	.85	.95	1.20
14	.65	.70	.80	.85	.95	1.00	1.25
15	.75	.80	.95	.95	1.10	1.15	1.85
16	.90	1.00	1.05	1.10	1.25	1.30	1.50
17	.90	1.15	1.25	1.20	1.35	1.50	1.70
18	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristo)—
¼-inch, 10c each; 5-16, 10c; ¾, 10c; 7-16, 10c; ½, 12½c; ⅝, 15c; ¾, 20c; ⅞, 25c; 1-inch, 35c.

SCREWS—Gimlet Point, Square Head (Per 100)—

	¼" and 5/16"	⅜"	½"	⅝"	¾"
1	1.85	....	....	....	....
1¼	1.85	....	....	....	....
1½	1.85	2.25	....	....	....
1¾	2.00	2.40	....	....	....
2	2.00	2.50	3.50	5.00	....
2½	2.25	2.75	3.75	5.50	....
3	2.35	3.00	4.00	5.85	8.25
3½	2.55	3.10	4.35	6.25	8.85
4	2.75	3.35	4.65	6.65	9.50
4½	2.85	3.50	4.90	7.10	10.00
5	3.00	3.75	5.25	7.50	10.60
5½	3.25	4.00	5.50	8.00	11.25
6	3.35	4.25	5.85	8.35	11.75
6½	....	4.50	6.10	8.75	12.35
7	....	4.65	6.50	9.15	13.00
7½	....	4.85	6.75	9.65	13.50
8	....	5.00	7.00	10.00	14.00
9	....	....	7.65	10.85	15.25
10	....	....	8.25	11.75	16.50
12	....	....	9.50	13.35	18.75

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c; 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.
Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, $1.00; 8, $1.15; 10, $1.50; 12, 95c. No. 15, 2-inch, 70c; 3, 75c; 4, 80c; 5, 85c. No. 30, $3.00; 31, $4.00; 35, $2.25; 60, $1.00; 180, $3.50.

SCREW DRIVERS—G. & P. — 1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Brush—

No.	Each.
400	2.50
450	2.85
Weed—	
300	2.50
350	2.35

Grass—

No.	Each.
200	2.50
250	2.35
100	2.50
150	2.35

SHEARS—Bench—P. S. W.—No. 4, $14.75; No. 5, $12.50; No. 6, $10.75.

SHEETS, IRON — Galvanized — 10 to 16, 10c; 18 to 24, 10c; 26 to 27, 10c; 28, 10c; 30, 10c. Black, 12 to 16, 9c lb.; 18 to 28, 9c. Add 10 per cent for cutting. Corrugated, Prd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50; Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 11c; 9c full sheet.
Galvanized Flat, 12 14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 10c full sheet.

SHIELDS—Lag Screw — Expansion— SEBCO —Per hundred list.

3-16 inch	13.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 8 to 9, 20c

SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down
American Double Barrel — Hammer, $22.75; Hammerless, $29.50.
Fox, Double Barrel—Grade A—NE, $62.00; E, $74.50 Grade C—E, $115.00. Sterlingworth—NE, $48.00; E, $60.50. Trap—E, $160.00.
Ithaca Double Barrel—Grade 1—NE, $47.50; E, $62.50 Field—NE, $37.50; E, $52.50.
Iver Johnson, Single Barrel—Champion—NE, $12.00; E, $18.50. E, Rib, $16.00.
L. C. Smith, Double Barrel—Field—NE, $46.25; E, $58.50. Fulton—NE, $35.00. Ideal—NE, $55.50; E, $69.25
Stevens, Single Barrel — 105, $12.00; 107, $12.50; 181, $22.50
Stevens, Double Barrel — 215, $22.00; 235, $27.65; 315, $25.50; 335, $32.40; 345, $36.00; 520, $43.50.
Remington Repeating — 10A, $52.50 each; 10AR, $62.10; 10C, $71.75; 10CR, $81.35; 11A, $62.15; 11AR, $71.75; 11C, $75.75; 11CR, $85.35; 17A, $52.50.
Winchester—

97 SF, 12 Ga., Stand. 42.75	11 TD, 12, Trap....114.50
97 TD, 12 Ga., Std.. 46.00	11 TD, 12, Pigeon...249.50
97 TD, 12, Tourn... 75.50	12 TD, 12, 16, 20 St. 54.25
97 TD, 12, Trap.... 95.25	12 TD, 12, 16, 20 Tu. 82.25
97 TD, 12, Pigeon...185.50	12 TD, 12 16 20 Tp..101.00
11 TD, 12, Stand.... 61.50	12 TD, 12 16 20, Pg..197.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $1.35 each; Carter's, $1.75; Ames, $2.25.
Plain Black Polished — 4th Grade, $1.50 each; Carter's, $2.00; Ames, $2.25.
Riveted Strap Back Black—Ames, $2.00 each.
Riveted Strap Back Polished — 4th Grade, $1.50 each; Ames, $2.25.
Solid Socket—Maynard—Black, $2.50 each; Polished $2.65.
Fire, Sheet Steel—Jumbo, 25c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35 Maynard Patr., $2.60; Genuine Mayn, $2.75; Chester, $2.00.

SMOOTH-ON—75c lb.

SOLDER — ½ and ⅓, 35c lb.; No. 1, 90-100, 35c; Wiping

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162 $4.35

SPRAYERS: Bucket Pump—805, each, $22.50; 324, $10.00; 327½, $6.
Hand — Faultless, each, 60c; Misty, 70c; Midget, 50c. Feeney, $22.50.
Compressed Air—Meyers Pneumatic, each, $8.75; Utility Knapsack, $9.00.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254 $8.00; Barnes, 276, $12.30; Little Giant, 327½, $7.25; Acme Pressure 345, $9.00; Defiance No. 324, $10.00.

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RETAIL SELLING PRICES—Continued

SPRINKLERS, LAWN: Dew Drop—7-foot, brass, each, $3.25; 8-foot, brass, $3.50; 8-foot, galvanized, $2.85.
Fountain—Crescent, each, 85c; Square, 60c.
Pluvius—½-inch and ¾-inch, $2.25.
Ring, each, 95c.
Ross, 59R, each, 80c.
Thompson's—70, each, 35c; 75, 45c; 90, 25c; 95, 35c; 100, 45c; 120, 50c; 135, 30c; 125, $5.50; 126, $6.00; 127, $6.75; 130, $1.00; 131, $1.75.
Will's—4-foot, each, $1.35; 5-foot, $1.75; 6-foot, $2.00; 7-foot, $2.50; 8-foot, $2.75; 10-foot, $3.50.

SQUARES—Steel—No. 3, $2.00 each; 14, $1.85; 100, $2.25.
Blued—No. 1, $3.00; 100, $3.25.
Take-Down Rafter—No. 100, Polished, $4.55; Nickeled, $5.00; Blued, $5.60.
Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., $1.25. No. 2, 4½-in., 60c; 6-in., 80c; 7½-in., 85c; 9-in., $1.10; 12-in., $1.50.
N. P.—No. 3, $3.00; 12, $1.75.
Lufkin—No. 65, 9-in., $2.00; 12-in., $2.25.

	4	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	...	...	...
20	...	.85	1.15	1.35	1.65

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STONES, SHARPENING—Aloxite or Carborundum—No. 107, $1.25 each; 108, $1.75; 109, $1.25; 110, $1.50; 111, $1.00; 112, 85c; 115-117, $1.50; 118-120, $1.35; 121-123, $1.15; 124-126, 90c; 130-132, 65c; 133-135, $1.25; 136-138, 75c; 142-144, 65c; 145-147, 45c; 149, 20c; 174-176, $1.15; 177-179, 65c; 180-182, 90c; 183-184, 65c; 195, 45c; 196, 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES: Cook—Perfection, Superfex burners—No. 302, two burners, $32.00; No. 303, three burners, $41.00; No. 304, four burners, $52.00.
Perfection Oil Heaters—
Heaters equipped with Steel Reservoirs (lead coated)—No. 520, black drums, nickeled trimmings, $7.75; No. 525, black drums, japanned trimmings, $7.75; No. 530, black drums, nickeled trimmings, $9.50; No. 630, blue enameled drums, nickeled trimmings, $12.00.
Heaters equipped with brass reservoirs — No. 550, black drums, japanned trimmings, $9.50; No. 560, black drums, nickeled trimmings, $11.00; No. 660, blue enameled drums, nickeled trimmings, $13.50; No. 760, white and gold enameled drums, nickeled trimmings, $14.25.
Floor Pan for No. 500 and 600 and 100 and 200 line heaters, except No. 520 (packed in cases of 1, 3 or 12) 55c per pan.
Wicks with Carriers: No. 500, heater wicks with carriers, for 500 and 600 and 100 and 200 line heaters—$4.80 per dozen; $57.60 per gross. No. 325, heater wicks with carriers, for 300 and 400 line heaters—$4.80 per dozen; $57.60 per gross.
Blue Chimney—No. 31, one burner, $13.00; No. 32, two burners, $18.00; No. 33, three burners, $23.00; No. 34, four burners, $30.00; No. 35, five burners, $42.00.
Puritan — No. 22, two burners, $18.00; No. 23, three burners, $23.00; No. 24, four burners, $30.00; No. 25, five burners, $42.00.

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt ½ inch 5c ft., ¾-inch, 10c

SWEEPERS, CARPET—Bissell's American Queen, $6.25; Club, $13.00; Elite, $7.00; Gold Medal, $5.75; Grand Rapids (Nic.), $5.50; Grand Rapids (Jap.), $5.00; Grand (Jap.), $7.00; Parlor Queen, $6.50; Princess, $5.75; Prize, $5.75; Universal (Nic.), $5.25; Universal (Jap.), $4.75; Welcome, $5.75; Superior, $5.50.

SWEEPERS, VACUUM — Grand Rapids, $11.00; Household, $9.00

SWEEPERS, TOY—Little Daisy, 25c; Little Queen, 50c; Little Jewel, $1.50.
Retail prices on the following Western and Southern States are 50c higher on regular, Grand and Vacuum Sweepers; $2.00 on Club; 5c on Little Daisy, and 15c on Little Jewel, on account of the freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Texas, Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c.
Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ½-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10 10c; 12, 10c. Wire in bulk—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c; 10, 25c.
Gimp—⅛ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.
Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bnlk, No. 3, 25c lb.; 4, 25c; 6, 25c; 25c; 10 25c; 12, 25c.
Double Pointed—Blued, ⅛ lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 25c lb.; 10, 25c; 12, 25c

TAPES, MEASURING—(Lufkin)—(Starrett)—

	Asses' Skin		Steel	
No.	Each	736		1.65
710	.50		Metallic	
713	.65	500		2.75
715	1.10	503		4.00
716	1.25	505		4.35
730	.65	506		6.35
733	1.10		Pocket	
735	1.40	148		.80
145	1.00	246		9.00
165	.20	260		4.85
3148	.50	263		5.65
100	5.00	265		7.50
103	7.75	266		10.00
200	5.50	550		4.00
203	9.00	553		4.85
205	13.00	555		6.35
206	16.00	556		8.25
240	4.35	1240		4.00
243	5.25	1243C		5.00
245	7.00	1260		4.50
		1263		5.65

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160, 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance, Machinists'—Prentiss—No. 2, $16.50 each; 2½, $19.25; 3, $22.50; 4, $36.50; 5, $53.00; 6, $68.00; 19, $19.75; 19½, $24.00; 20, $29.00; 21, $46.25; 22, $64.00; 51, 12.00; 52, 14.00; 53, $17.00; 54, $22.50; 55, $33.00; 56, $42.00; 57, $60.00; 161, $3.75; 161½, $5.00; 162, $5.75; 163, $9.50.
Oval Slide—No. 0, 2½-inch, $4.00 each; 1, 3-inch, $4.50; 2, 3½-inch, $5.75; 3, 4-inch, $8.25; 4, 4½-inch, $12.50.
Pipe—Hinged—No. 600, $3.75 each; 671, $4.50; 672, $6.75; 673, $10.00; 674, $21.00. Chain—No. 1, $4.00; 2, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles.

TIN—Bar and Pig, $1 20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra, two sides, 2c.
Flashing IC, 1x1, $2.25 per 100 feet; ¾x1, $2.25.
Shingles—5x7, 30c dozen.
Valley—14-inch, 12c per foot, $10.00 per roll; 20-inch, 18c per foot, $15.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length—	⅛-in.	3-16-in.	¼-in.
		—Diameter—	
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.80
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length—	⅛-in.	3-16-in.	¼-in.
		—Diameter—	
3-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.35	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Turner Brass: Gasoline-Kerosene Torch No. 18, $14.40 each; Gasoline, No. 53, $15.00; Gasoline-Kerosene Torch No. 28, $18.40; Gasoline, No. 95, $18.10.

TRACK, DOOR HANGER—See Hangers.

TRAPS—Fly—Harper, 40c each; Balloon, 35c; Avis, 1, $2.75; Avis 2, $2.25; Avis 3, $2.00.
Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse $1.10; 2 Newhouse, $1.40; 3 Newhouse, 2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No 1 Oneida Jump, 35c; 1¼ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No 0 Victor, 25c; 1 Victor, 30c; 1¼ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.
Gopher—Best, 25c each; O. K., 80c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 30c.
Mole—Reddick, $1.25 each; Out-O-Sight, $1.50.
Mouse—Hold Fast, 5c each; Out O Sight, 10c; Choker, Wood, 20c; Choker, Tin, 15c; Delusion, 30c; Holdem, 65c; Marty, 30c.
Rat—Holdfast, 15c each; Out-O-Sight, 20c; Holdem, $1.25; Marty, small, 60c; large, $1.50.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TRUCKS — Lansing —
Dandy Bag, $5.00; Lansing Bag, $5.60.

Warehouse and Store:	No. 1	No. 2	No. 3
Inside Wheels, Western	$8.40	$11 00	$16.00
Outside Wheels, N. Y. Pattern	8.00	10.00	12.00

Reynolds 4-wheel Flat, 3000 lbs capacity—No. 9, 2x4, $36; No. 18, 2x5, $39.00; No. 21, 3x5, $48.00.

TWINE—Cotton—Wrapping, 30 to sack, 15c lb; 60 to sack, 10c. 2-lb. Cones, $1.65 lb. Budding, ½-lb. balls, 45c lb. Flax—¼-lb. balls—18BB, 15c ball; 24BB, 15c. ½-lb. balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BC, 35c; 24BC, 35c; 36BC, 35c. Buffalo Asst., 10c ball.
Hemp Spring—No. 4½, ½-lb. ball, 25c; 1-lb., 40c. No. 6, ½-lb. ball, 25c; 1-lb., 40c.
Jute Wrapping—½-lb. balls—2-ply, 20c lb; 3-ply, 20c lb. 2-lb. cones, 1 and 2-ply, 85c lb. Wool, 1-lb., 40c.
Mattress—¼-lb. balls, 35c lb.
Sacking—Medium Quality, 80c lb.; Extra Quality, $1.00. Many Ends, $1.00 lb.

VISES—Bench—Bonney—No. 1006, $1.75 each; 1007, $2.00; 1008, $2.50; 1010, $3.50. Yankee—No. 990, $3.50; 1993, $6.50.
Hand—1 Alford, $5.25 each; 2 Alford, $5.00; 21 Stearns, 90c.
Machinists'—Parker—No. 103, $10.00 each; 103½, $12.00; 104, $13.75; 104½, $17.00; 105, $22.00; 106, $42.00; 203½, $15.75; 204, $18.25; 204½, $21.75; 205, $32.25; 205½, $40.00; 206, $54.50.

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RETAIL SELLING PRICES—Continued

TINWARE

Boilers, Coffee

27	1.10
29	1.50
352	.80
354	1.10

Boilers, Wash Copper Bottom

IC, 8	2.75
IC, 9	3.00
IX, 8	3.00
IX, 9	3.25
IXX, 8	4.25
IXX, 9	5.00

Copper Rim

IX, 8	4.00
IX, 9	4.25

Bowls, Wash

06½	.15
08	.25
6½	.30
8	.40

Buckets, Covered

11	.15
12	.25
14	.35

Buckets, Dinner

1	.75
2	.85
3	.90
30	.75
40	.85

Cans, Milk

1	.35
3	.55
4	.70
01	.30
03	.55
04	.70
102	4.00
103	4.50
1020	5.25
1040	7.00

Cans, Oil

30	.35
31	.45

Colanders

10	.25
11	.35
104	.40
306	.55

Cookers, Steam

42	3.25
45	4.00

Covers, Pot

6-9	.10
10-11	.15
13	.25
15	.35

Cups

211, 212	.10
09, 010	.15
9, 10, 214	.20

Dippers

2	.15
4, 01	.20
02, 31, 32	.25
33, 34	.30
48	.50

Fillers, Fruit Jar

48	45

Forks

203	.50
206	.65
419	.10
425	.15
1197	.20
1198	.25

Funnels

10, 15	.10
20, 25	.15
30	.20
35	.25
235	1.25
335	1.50

Graters

02	.10
020, 100	.20
030, 150	.25

Kettles, Lipped Preserving

160	.25
200	.45
240	.60
280	.75

Ladles

010	.20
11	.25

Measures

63	.20
83	.25
85	.45
86	.65
122	.20
124	.25
126	.50

Moulds, All Kinds

3, Melon	1.65
2, Melon	1.35
4, Melon	1.75

Pails, Dairy

IC, 6-qt.	.25
IC, 10-qt.	.35
IX, 10-qt.	.60
IX, 14-qt.	.70
IXX, 10-qt.	.70
IXX, 14-qt.	.85
IXXX, 12-qt.	1.00
IXXX, 16-qt.	1.65
IXXXX, 18-qt.	1.15
IXXXX, 20-qt.	2.25

Pails, Fruit Picking

14-qt.	.65

Pails, Peddlers

Small	.45
Large	.55

Pails, Strainer

IX, 10 qt.	1.10
IX, 12 qt.	1.15
IXX, 12 qt.	1.25
IXX, 14 qt.	1.35
Gem, 12 qt.	1.50
Gem, 14 qt.	1.65

Pans, Bread

01, 110, 80	.20
140, 200	.30
300	.35

Pans, Corn Cake

06	.20
08	.25
012	.40

Pans, Cake Perfection

Round, 9¼ in.	.15
Round, 10½ in.	.20
Square, 8½ in.	.20
Square, 9-in.	.30
Mt., 9½ in.	.20
Tube, Rd., 9½.	.25
Tube, Sq., 9-in.	.45

Pans, Dish

10	.70
14	.85
21	1.25

Pans, Milk IC, Plain

200	.10
200½	.10

IC, Ret.

301, 302	.20
304	.35
306	.40
308	.45
3100	.55

Pans, Muffin

6	.25
8	.30
12	.40

Pans, Patty

All Nos.	.10

Pans, Pie

6, Shallow	.10
9	.15
Deep	.15

Pans, Pudding IC, Plain

015 to 018	.15
019, 020	.20
021, 022	.25

IC, Ret.

16	.25
18	.35
20	.40
22	.50

Pans, Rinsing IC, Plain

8	.40
14	.50
17	.60

IC, Ret.

8	.50
14	.70
17	.85

Pans, Lipped Sauce

016	.35
020	.45
022	.50
028	.75
030	.80

Pots, Coffee

1	.25
2	.35
4	.50

Pots, Tea

241	.25
241½	.30
242	.35

Raisers, Bread

4	2.00
117	2.50

Scoops

2	.35
4	.50
12	.15
14	.20
20	.50
40	.75

Sieves, Flour

3, 316	.25
318	.30

Sifters, Flour

0	.25
1	.35
10	.70
Acme	.30
Nesco	.30
Shaker	.40

Skimmers

10	.20
45	.10

Spoons, Basting

110	.10
114	.15
312	.20
316	.30

Spoons, Mixing

15	.20
25	.15

Steamers

70	.65
90	.85

Steepers, Tea

12	.25

Strainers Gravy

2, 3	.15
020	.20

Jelly

120	.25
160	.30

Milk

10	.30
121	.40
122	.45

Milk Can

011	.35
33	.50
55	.75
60	1.35

Soup

20	.40

Turners, Cake

1, 2, 71	.10
6, 13	.15

VISES — Continued.

Solid Box, Blacksmiths' — 35-lb., $9.00; 50-lb., $10.50; 70-lb., $13.75; 80-lb., $16.25; 90-lb., $18.75; 100-lb., $20.50.

Handy Worker—Stewart, $31.00 each.

$8.75; 3, $21.00. Combination—No. 181, $19.25; 182, $26.25; 182½, $39.00; 183, $54.50.

Woodworkers'—Prentiss—No. 59, $18.00 each. Richards-Wilcox—No. 430-1, $10.50; 430S-1, $11.25; 2, $14.00.

WASHBOARDS—Crown Glass, 90c each; Crown Brass, 80c; Pacific Zinc, 75c; Silver Queen, 65c.

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c. Malleable—Standard, 15c lb.; Nail Hole, 15c lb.; Angle, 30c. Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 25c; 2 White, 20c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.

WATCHES—Westclox—Pocket Ben, $2.00 ea.; Glo-Ben, $3.25. $7.00 each; No. 1, 3¼ cu. ft., $7.75; No. 2, 4½ cu. ft., $8.50.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., $1.50; 4 lb., $2.60.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 28c; Cedar Atha 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS — Lansing —

Garden: 1¾ cu. ft., $5.20; 3¼ cu. ft., $8.00; 4½ cu. ft., $8.60

Stave Tray: New Michigan, $4.60; Michigan Jr., $4.00.

Three-Piece Tray, Bolted: Common, $4.20; Climax, $5.60.

Steel Tray, Wood Frame: Klondyke, $6.60; B-1, $9.20; F-4, $11.20.

All-Steel, Tubular: No. H-21, $11.20; H-20, $11.00; A-02, $9.60.

WICKS—Lamp and Lantern—0, E Flat, 2½c; 1, A Flat, 2½c; 2, B Flat, 2½c, 3, D Flat, 2½c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c.

Stove—4 in. Flat, 10c; 3 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—

	Annealed	Galvanized	Annealed Baling Wire
9 and coarser	Base	.50	...
10	.05	.55	...
11	.10	.60	...
12	.15	.65	.30
13	.25	.75	.40
14	.35	.85	.50
15	.45	1.30	.60
16	.55	1.40	.70
17	.70	1.70	.85
18	.85	1.85	1.00

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 23c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21, 18c; 22, 18c; 24, 20c.

Barbed Wire—80-rod spool—American Special, Cattle, $3.40; Hog, $3.70. Galv. Am. Glidden, Cattle, $4.75; Hog, $5.10.

Catch Weight pools—Cwt.—Galv. Waukeganite, $6.95; Galv. Baker, $6.45; Galv. Glidden, $6.20.

Stove Pipe Wire—Black per Stone—No. 18, $1.90; 19, $2.00; 20, $2.15; 21, $2.20; 22, $2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.

Bowls, Chopping—11-inch, 30c each; 15-inch, $1.35; 17-inch, $3.00.

Pins, Rolling, 55c each.

Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, 80c; 1, 60c; 2, 3, 40c. 3-oz. packages, 15c each.

WRINGERS, CLOTHES—Anchor Brand—Iron Frame—Bicycle, 740, $8.25 each; Domestic, 110, $7.50; Guarantee, 750, $9.00; Pioneer, 22, $6.50; Superb, 2, $4.50.

Wood Frame—Bicycle, 770, $8.25 each; 770B, $14.00; 771, $8.70; Brighton, 110, $7.00; Domestic, 670, $7.75; Guarantee, 790D, $9.00; Universal, 860E, $9.50.

WRINGERS—Mop—Eagle, No. 14, $4.25 each; 22, $5.00 White, No. 3, $4.25; 1, $5.00; 0, $7.00; 8 Steel, $5.00. Vanco 88, $4.75; 89, $6.25.

WRENCHES—

	Acme.	Coes.	Bergman Barcalo Crescent.	Stillson Trimo.	P. S. W. Stronghold
6-inch	.55	1.10	.75	1.40	.80
8-inch	.65	1.25	.90	1.60	1.10
10-inch	.75	1.50	1.10	1.75	1.25
12-inch	1.00	2.00	1.65	....	1.55
15-inch	1.25	2.65	2.50	2.40	2.50
18-inch	...	3.50	3.60	3.50	2.75
21-inch	....	4.25	....	5.00	3.25

ZINC: Bar—Lb., 20c. Brazing—21, lb., 50c; 22, 55c; 25, 60c; 10, 85c Sheet, No. 8—36x84, lb., 20c; 48x96, 20c. Sheet, No. 9—36x84, lb., 20c; 48x96, 20c; 48x108, 20c. Sheet, No. 10—48x96, lb., 20c. Slab—Lb., 15c.

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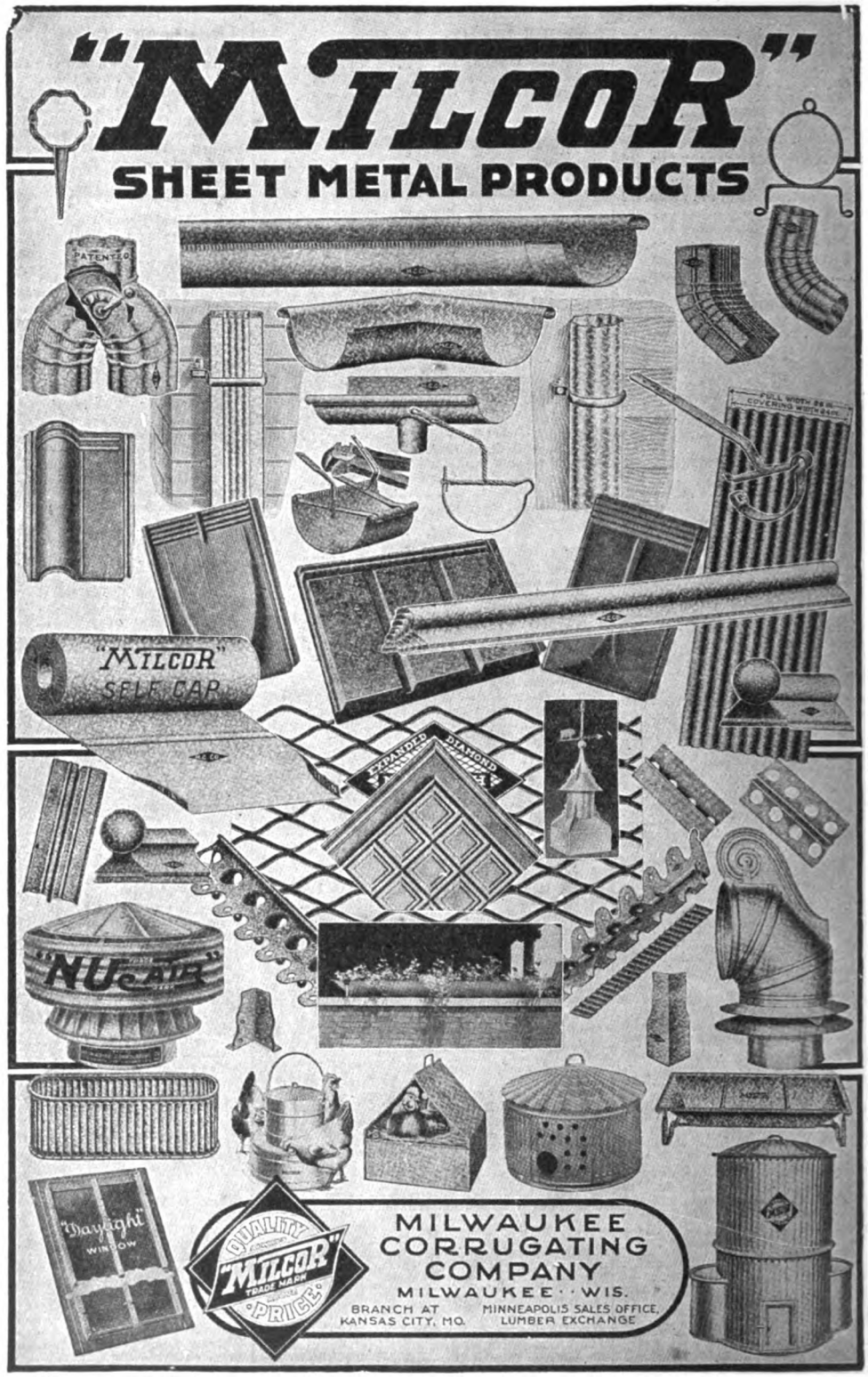
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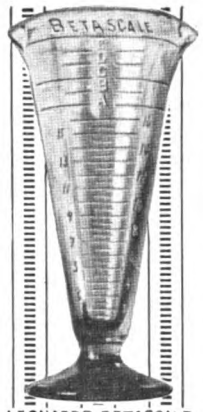
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Washington, Aug. 25, 1922.

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It is not the department's desire, of course, that any shall be deprived of delivery by this requirement, but rather it is earnestly hoped that all will see the reasonableness of it and its advantage to themselves as well as to the carriers. But if it finally becomes necessary mail delivery will be discontinued where no door-slots (preferably) or mail receptacles, are provided.



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